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No 64,266

Coursing meet met by animal protests

By RONALD FAUL

THE Waterloo Cup hare coursing meet opened at Altcar, Lancashire, yesterday with the annual exchange of unpleasantries between supporters and opponents of the sport. As a petition signed by 100,000 was being handed in at Westminster demanding an end to coursing, 200 objectors marched to the grounds where 7,500 enthusiasts were watching the opening contest.

Mounted police and a thick beech hedge kept the two sides apart. There was much shouting but no arrests. "It does not take much to make Altcar into Halt Carnage," one woman said. "This so-called sport is disgusting."

Sir Mark Prestcott, spokesman for hare coursing, said that the objections were made by people who simply did not understand the laws of nature.



Protest march: animal rights demonstrators silhouetted against the winter sun making their way to the Waterloo Cup coursing meet yesterday

BARRY GREENWOOD

TODAY IN THE TIMES

CHEERS FOR CHEKHOV



Ian McKellen gives a chilling portrait of defeat in a new *Uncle Vanya* Life & Times Page 1

STUDIES IN SCARLET



Dr Jeremy Coid takes a look at murderous minds Life & Times Page 6

ITALIAN OVERTURE



Farewell, Mozart: it's Rossini's bicentenary Life & Times Page 5

Irish High Court ban overturned

Rape victim wins right to abortion

By EDWARD GORMAN, IRELAND CORRESPONDENT

A GIRL aged 14 was yesterday given permission to travel abroad to seek an abortion after the Irish Supreme Court overturned a High Court ruling.

The family of the girl, who claimed she was raped by the father of a friend, had appealed against last week's ruling preventing her from travelling abroad to seek an abortion outside the jurisdiction.

The Supreme Court, which sat in cameras, had not been expected to deliver its judgment until next week. However, Mr Justice Thomas Finan, the Chief Justice, said: "The court is satisfied that this appeal should be allowed and the High Court decision should be set aside. The court would give a detailed ruling later and that is expected early next week. Any questions arising from the decision would be considered then."

The court's decision came as a great relief to the government of Albert Reynolds, the prime minister, who was travelling to London for a summit with John Major when the news broke.

He said last night: "The judgment is welcome because it removed the uncertainty for the family and the 14-year-

old girl. They are now free to do what they want to do."

Alan Shatter, Fine Gael's spokesman for justice, said it must have come as a great relief to the family. "No girl or woman who is the victim of rape should ever again find herself and her family put on trial in such circumstances and suffer such barbaric treatment at the hands of the state," he said.

He added, however, that until the judgment was handed down, it was not clear what action would be required to ensure that the events of the past two weeks were not repeated.

Des O'Malley, leader of the Progressive Democrats, said the implications of the decision for the referendum on the Maastricht treaty on European union had yet to be assessed. A protocol of the treaty, protecting Ireland's ban on abortion from European legislation, uses the same language as the constitutional amendment.

"In that regard," he said, "it is vital that no threat should arise to the successful adoption of the Maastricht treaty in that referendum, given its vital importance to the economic wellbeing of this country." The referendum is due to be held in June.

Dick Spring, the Labour party leader, also welcomed the decision, but added that the underlying problem with the wording of the amendment was far from resolved.

The Society for the Protection of Unborn Children refused to comment until the full judgment was delivered.

Des Hanafin, a Flanna Fail senator and leading campaigner against abortion, said he always envisaged that the girl would be granted the right to travel. He said the court's decision meant the pro-life amendment did not need to be changed.

A South African cabinet meeting was interrupted as the president, F. W. de Klerk, wrote a message of congratulations to the team.

De Klerk declares, page 10
Match report, page 28
Pictures, pages 28 and 30



Boat Race rower dies in training

A MEMBER of the Oxford University rowing team has collapsed and died during training for the Boat Race.

John Hebbes, aged 19, a mathematics student at Oriel College, is believed to have had a heart attack after practising on the Thames on Tuesday. He was competing for a place in the team for the April 4 race and is believed to be the first Oxford oarsman to die in such circumstances.

Joe Michels, Oxford University president, said: "John is fondly remembered by his team mates as 'Doughboy' — a large, fun-loving young man with a natural talent for rowing and mathematics."

Death on Thames, page 2

Major to back Olympics bid with £55m

By JOHN GOODBODY, SPORTS NEWS CORRESPONDENT

THE government is to give £55 million and big urban regeneration grants to help Manchester to secure the 2000 Olympic Games. Some £53 million will be provided immediately for a national cycling stadium and an indoor arena, and £2 million will go on supporting the bid.

John Major said yesterday: "We are now a transformed candidate." Sir Arthur Gold, the British Olympic Association chairman, said that the prime minister's statement was "the most heartening by a leader of the country since the 1948 Olympics."

Graham Stringer, Labour leader of Manchester city council, said: "It is brilliant news for Manchester. This will attract significant levels of private sector investment and will create 3,000 jobs immediately and many more in the long term."

The Labour Party has said that it would match any money that the government has promised should Manchester win the election.

The Games are expected to cost £1 billion. Huge television fees, estimated at £500 million for 2000, have made money for the Games for the last 44 years.

Although the government's announcement cannot have hurt its election chances and staging the Games would help to regenerate east Manchester, Mr Major said there was "romance in my soul" about holding the event.

Part of the £53 million will be spent on preparing the site in the Bradford area of the city for the main Olympic stadium. The prime minister also committed the government to "substantial extra money" should Manchester win the vote.

Bob Scott, who is leading the Manchester bid, said that since the city failed to get the 1996 Games, which will be staged in Atlanta, it had been the city's priority to get the full backing of the government.

SOUTH Africa made a memorable entrance to World Cup cricket when they beat Australia, the pre-tournament favourites, by nine wickets in a day-night game in Sydney yesterday.

Australia, batting first, made a modest 170-9 off 49 overs. Kepler Wessels, the South African captain, scored an unbeaten 81 as his side won with 13 balls to spare.

A South African cabinet meeting was interrupted as the president, F. W. de Klerk, wrote a message of congratulations to the team.

De Klerk declares, page 10
Match report, page 28
Pictures, pages 28 and 30



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Three soldiers die in space centre riot

By MARY DEJEVSKY AND NICK NUTTALL

THREE soldiers are reported to have been killed in three days of rioting by hundreds of army conscripts complaining about poor food and conditions at the Baikonur space centre in Kazakhstan.

Barrack blocks and warehouses containing food stocks have been burned and looted, but officials in Moscow insisted that the unrest would not affect the launch next month of a joint Russian-German mission to rescue Sergei Krikalev, the cosmonaut who has been stranded aboard the Mir space station.

Nevertheless, few are likely to view the events at Baikonur, a sprawling desert landscape of launch pads, assembly sheds, barracks and museums, with a more serious

eye than Mr Krikalev. In October, his original return flight was cancelled due to budget cuts. Last week he nearly lost his only companion, Aleksandr Volkov, during a four-hour space walk when his suit's cooling system malfunctioned.

There are contradictory reports about what sparked off the riots. According to one report from Baikonur, the rioting began on Sunday after an officer in charge of a construction brigade issued an order that violated the military statute. Another report said a Kazakh conscript working in the 17,000-strong construction brigade based at Baikonur had been detained at a military post in the city of Kazakhstan.

Consequently, the interior ministry has been charged with "degrading" the army. The ministry's intervention was robbery of a chance to make something of his life.

"When I was just a handicapped

young man, nobody took any interest in me," M Wackenheim complained. "Now that I am happy in my new job, these ministers want to interfere. That's what I would call degrading."

In face of the hostility of the French Association of People of Small States and the minister for the handicapped, Michel Gilibert — who is himself disabled — he insisted on the right to pursue his own destiny. Now he has been supported by the tribunal, which ruled that the banning of his act amounted to an excess of power.

Fun Productions, the organisers of the event that led to the case, were also awarded 10,000 francs damages against the municipality of Morsang-sur-Orge. The presiding magistrates concluded that an order preventing M Wackenheim from allowing clients to hurt him bodily against a wall protected by mattresses amounted to an excess of power.

As far as can be established, M Wackenheim is France's only practitioner of this form of "entertainment" that arrived from the US and Australia. He claims to have been making 20,000 francs a month from his act before the authorities were alerted by his first appearance on national television. He staged a solitary protest outside the interior ministry, to the bewilderment of policemen stationed there. Nobody would see him without an appointment, so he left, vowing to fight on in his bid to "become a star".

Meddlesome ministry drives dwarf up the wall

FROM PHILIP JACOBSON IN PARIS

DEGRADING as it may be, a dwarf has every right to be thrown against a wall covered in inflatable mattresses if that is his chosen route to stardom — and Manuel Wackenheim has 10,000 francs to prove it.

M. Wackenheim, who stands just under 4 ft, has been awarded the cash (about £1,000) in damages against the French town council that banned his "Mr Flyman" act from a local discotheque. He brought his case to challenge the state-led campaign to outlaw the so-called sport of dwarf-throwing. The interior ministry holds that the activity is degrading, and has been pressing mayors to clamp down on dwarf-throwing in

Finns' lifeline

Finland, which is suffering from recession after the collapse of trade with Russia, will today on applying for full membership of the European Community. Page 9
Leading article. Page 13

Tax clamp

Poll tax inspectors across the land agree that, after successful experiments in some areas, clamping the cars of non-payers would be a good weapon in pursuit of £2 billion in unpaid bills. Page 16

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Anglo-Irish negotiations seek to build on leaders' rapport



Reynolds: knows he can do business with Major

JOHN Major greeted Albert Reynolds, Ireland's new prime minister, at Downing Street last night as they began their search for a new initiative on the political future of Northern Ireland. The two leaders, who have met regularly at European Community talks, have made clear that they are willing to make the province's future one of the highest priorities of their administrations.

Advisers for both leaders said they hoped that the meeting would mark the start of a new era in Anglo-Irish relations. However, little progress is expected to be made before the general election.

A British government source said yesterday that "everything is on the agenda", with Mr Major prepared for a wide-ranging preliminary discussion on the way ahead, against the background of

The relaxed relationship between John Major and Albert Reynolds will be put to the test by talks on Northern Ireland, Sheila Gunn reports

the continuing terrorist campaign in the province. Mr Reynolds has already indicated that he is willing to discuss the Irish constitution's commitment to a united Ireland as part of the negotiations.

Other ministers, including David Andrews, Ireland's new foreign affairs minister, Padraig Flynn, the Irish justice minister, and Peter Brooke, the Northern Ireland secretary, joined the two leaders and British and Irish officials for a working dinner at Downing Street after last night's meeting.

Mr Major and Mr Reynolds know from their long hours at Eocfin, the regular meetings of

Community finance ministers that they can do business together. As important a guide to the relationship were their relaxed conversations away from the formality of the EC during the past few years, particularly while Ireland held the presidency.

If they do not allow themselves

to be deflected by rhetoric, they have the scope for setting an agenda later this year to cover the governance of Northern Ireland, including forms of devolution; the evolution of the Anglo-Irish agreement; anti-terrorist measures, such as internment; and the role that could be played by multinational institutions, particularly the EC.

Other factors, however, are crucial in breaking the deadlock after the general election. First, Mr Major needs to win the election well, rather than be dependent on support from the Ulster Unionists. He must then select the "right" Northern Ireland secretary. The two mentioned as most likely to replace Peter Brooke are Chris Patten and John Patten, both Northern Catholic.

Chris Patten, as party chairman

and former environment secretary, could expect a heavyweight cabinet post after the election if the Conservatives win well. The post of home secretary is the most commonly mentioned. However, a convincing case is made out by senior political figures in Belfast and Dublin for Mr Major to back up his determination to make Northern Ireland a top priority by sending his party chairman to take charge.

Chris Patten is remembered with admiration as the Northern Ireland minister for the environment. The only black mark he earned, temporarily, from unionists was to give approval for renaming Londonderry council as Derry council. He has always retained his interest in the province's affairs, and his despair at the failure to make headway. John

Patten, after more than six years as minister of state level and the last four at the Home Office, is tipped for the cabinet. He served as a junior minister in Northern Ireland in the early 1980s.

Less welcome by some politicians would be Brian Mawhinney, the present security minister in Northern Ireland, or Sir Patrick Mayhew, the Attorney-general. Both are regarded as being too close to the Unionist camp.

The progress of any initiative by Mr Major and Mr Reynolds would be influenced by any change in the constitutional position of Scotland and by closer European unity. Although the status of Northern Ireland rarely arose during the devolution debate in the late 1970s, the Scottish question is being followed closely this time.

Scientists call for action

Population growth 'threatens planet'

BY NIGEL HAWKES, SCIENCE EDITOR

THE scientific academies of Britain and the United States have issued an unprecedented joint statement calling for action to limit the growth of world population.

The Royal Society and the US National Academy of Sciences warn that the future of the planet is in the balance. If the population continues to grow at present rates and patterns of human activity remain unchanged, "science and technology may not be able to prevent either irrevers-

able degradation of the environment or continued poverty for much of the world", the statement says.

It urges the UN Conference on Environment and Development, to be held in Rio de Janeiro on June, to consider human activities and population growth, in both the developed and the developing worlds, as crucial components affecting the sustainability of human society.

"Effective family planning, combined with continued economic and social development in the less developed countries, will help stabilise fertility rates at lower levels and reduce stresses to the global environment," the statement says.

"At the same time, greater attention in the developed countries to conservation, recycling, substitution and efficient use of energy and a concerted programme to start mitigating further build-up of greenhouse gases will help to ease the threat to the global environment."

Global population, now 5.4 billion, is expected to rise to 10 billion by 2050. About 95 per cent of the growth will be in the less developed countries, where 77 per cent of the global population lives.

Science may not be able to keep up with the demands of a growing population, the statement warns. "It is not prudent to rely on science and technology alone to solve problems created by rapid population growth, wasteful resource consumption, and harmful human practices."

Science can help, the statement says, by developing safe, easy to use, and effective contraceptive agents and devices; environmentally-benign alternative energy sources; improved agriculture; better public health, and research on biodiversity and ecological degradation. The statement is being widely distributed,

Heat and light come to the City

BY NICK NUTTALL
TECHNOLOGY CORRESPONDENT

THE air quality and skyline of the City of London are expected to benefit markedly with the government's go-ahead yesterday for the Square Mile's first power station.

The 90MW combined heat and power project, on which work will begin in two weeks, will be housed in the shells of architecturally important buildings on Charterhouse Street at Smithfield meat market. The plant will be powered by gas and diesel.

Apart from generating electricity for structures such as the Barbican arts centre, Guildhall, the Museum of London and Bastion House, the station will use its waste heat to supply customers with hot water.

In the summer the station will be able to supply chilled water for air-conditioning by operating its heat-recovery system.

The demand for air-conditioning for soothng people and computer systems has risen sharply, leading to outbreaks of cooling towers and other unsightly roof-top equipment to mar the Square Mile's skyline.

Colin Snowden, city engineer at the Corporation of London, said: "We are very keen to reduce the amount of equipment on roofs, which can be quite intrusive. This should go a long way to helping us tackle this problem."

The scheme, made possible by the corporation's decision to buy nearly 17 per cent of the station's output for 25 years, is being developed by CitiGen, a company owned by British Gas and Utilecon Holdings, of France.

Charles Maillard, technical director at CitiGen, said the station could operate at efficiencies nearing 90 per cent, which, combined with advanced flue-cleaning, would lead to much lower levels of air pollution than would be the case with a conventional power station.

"Concentrations of nitrogen oxides in the flue gas will be some 20 times less than on the street. By-passers will not even notice the station is there," he said.

Other customers are being sought for the station's electricity output, with those signing up for supplies of more than five years being supplied directly from the station. The station is expected to be in operation by next year.

Army puts 3,500 on civvy street

BY MICHAEL EVANS
DEFENCE CORRESPONDENT

NEARLY 3,500 officers and NCOs were given their orders yesterday to march out of the army into civilian life. They received the news of their selection for redundancy in early morning sessions with their commanding officers.

Few seemed to be signed up for instant jobs in the civilian world. Warrant Officer (2) Martin Batt, with 27 Regiment, Royal Corps of Transport, based at Aldershot, Hampshire, has served more than 15 years and faced little prospect of promotion. He said: "I didn't volunteer for redundancy but as I had only two more years to do I put my name forward for possible selection."

WO Batt, aged 38 and married, hopes for a job in transport management. A friend, Staff Sergeant David Shepherd, aged 37, from the same regiment is also being made redundant. He said: "I have spent 18 years of my life in the army. I didn't volunteer to leave but I reckon it's better to get out now before I reach 40 when it will be more difficult to get another job."

Under the defence review, 25 per cent of army manpower has to go by 1995. Of the 40,000 men and women who have to leave, at least 10,000 are expected to face compulsory redundancy.

French acquire a taste for le British sandwich

John Gummer says that British food is no laughing matter. Michael Hornsby reports

committee, farmers and food manufacturers alleged that other European Community governments gave greater financial support to the production and promotion of home-grown food. Mr Gummer brushed these complaints aside, saying that on balance British producers suffered no handicap.

"We have to be careful about inventing institutional excuses for our lack of success... The problem is that in certain areas we are not satisfactorily marketing our

products." One reason was "I prefer to paddle my own canoe" attitude of British farmers and their failure to form powerful marketing organisations of the kind found on the continent.

Mr Gummer said farmers in Denmark, The Netherlands and Germany had to bear heavier pollution control costs. French farmers had access to cheaper credit but had to cope with inheritance laws which divided the land between all the members of a family so that a farmer had to buy out his relatives before he could start in business.

Jerry Wiggin, Tory MP for Weston-super-Mare, com-

mittee chairman, asked

Timothy Sainsbury, the trade

minister, why food accounted

for less than £1 million of

the £167 million spent on

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'He was very full of life. He didn't really drink, he just did his rowing and his maths'

Rower dies training for Boat Race

By JOHN GOODBODY AND RICHARD DUCE

A MEMBER of Oxford University's Boat Race squad collapsed and died while training with the rest of the crew on the Thames in what is believed to be the first fatality involving either university eight in the 164-year history of the race.

John Hebbes, aged 19, a second year mathematics undergraduate from Oriel College, never regained consciousness after complaining of dizziness and loss of vision before he collapsed at his oars near Moulsoford on Tuesday. Crew members, including a medical student, a local doctor and a paramedic team failed to revive him.

A spokesman for Oxford police said that a post-mortem examination yesterday had proved inconclusive and that the cause of death would be determined by further tests. It is understood that Mr Hebbes had an enlarged heart.

His mother, Rohan, speaking from the family home in Kingston upon Thames, southwest London, said: "It was one of his ambitions to get a blue for rowing. He was very full of life. He didn't really drink or smoke, he just did his rowing and his maths."

Mr Hebbes, who has a younger brother Luke, aged 17, was a former pupil of St Paul's School, central London. He had been rowing since aged 14.

Mr Hebbes had been knocked off his bicycle in Oxford earlier in the day, but he had been wearing a

helmet and had carried on training. The crew was rowing at a steady pace when Mr Hebbes, who had undergone physiological tests with the rest of the squad ten days earlier, collapsed in the boat.

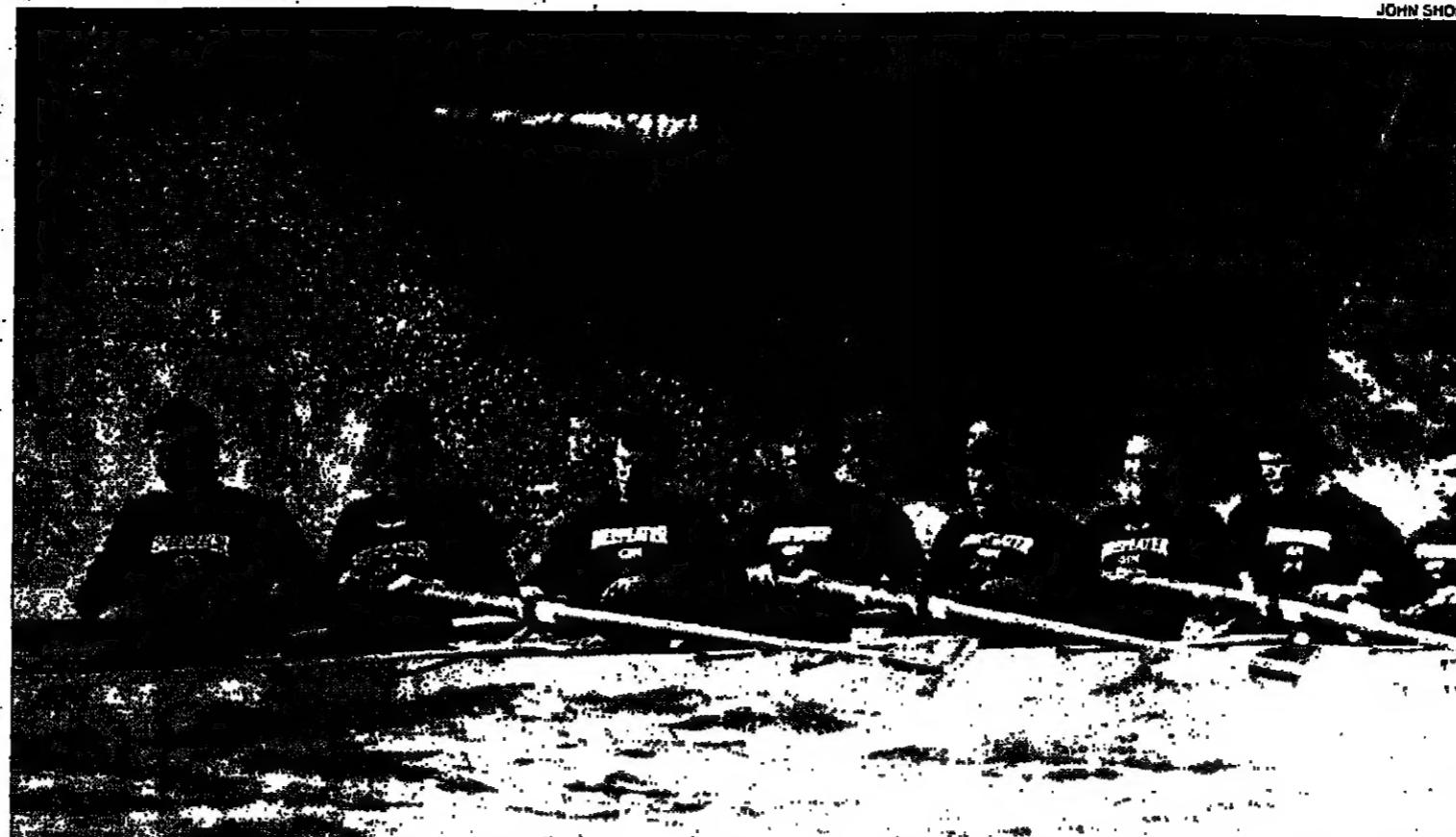
Although possessing immense potential, Hebbes, who was 6ft 8in and weighed more than 14st, had been struggling to be selected for the Blue boat for this year's race on April 4. He had recently been rowing in Isis, the second boat, but was included at number five in the senior Blue boat for Tuesday's outing, which started at Wallingford.

He was rowing with Boris Mavra, a Yugoslav, for a place in the Blue boat, a contest which some believe that Mr Hebbes — regarded as a top rower for the future — had already lost.

Mr Hebbes had been in the Oxford crew beaten last Saturday by the London lightweight crew. He was one of three dropped when the Boat Race crew was named on Monday, although Steve Royle, Oxford rowing director, said that selection remained open and Mr Hebbes had still been in contention.

Joe Michels, president of Oxford University Boat Club, said yesterday: "John is fondly remembered by his team-mates at Oxford as 'doughboy', a large, fun-loving, young man with a natural talent for rowing and mathematics."

Rowing, page 28



Fighting for honours: John Hebbes, fourth from left, rowing in the Oxford trial races in December and hoping to win his blue



Hebbes: natural rowing talent

JOHN SHORE

Murder case jury sees video

A video recording of a man being interviewed by police about the death of his former girlfriend was shown to a jury at the Central Criminal Court, London, yesterday in what is thought to be the first use of the equipment in a British court (Stewart Tindall writes).

The prosecution showed the video of Paul Brown, aged 24, a security guard of Clapton, east London, denying repeated suggestions by detectives at Edmonton police station, north London, that he killed Elaine Long, aged 28, last year. Mr Brown has pleaded not guilty to a charge of murder.

£700m arrears

Almost £700 million in unpaid poll tax is still owed to Scottish councils, with £365 million outstanding for this financial year alone, according to figures by the Convention of Scottish Local Authorities. The largest percentage of unpaid bills this year is in Strathclyde, where more than 50 per cent of residents have yet to pay. Western Isles is second with 46 per cent of bills unpaid.

Plea for peace

A judge appealed for peace in Northern Ireland yesterday as he jailed a man and a woman for firearms offences. Judge John McKee urged people to listen to church leaders as he jailed Gregory Carroll, aged 28, of Armagh, for 22 years, and Ailish Carroll, aged 26, his sister-in-law, also of Armagh, for 15 years. They were convicted of possessing two loaded rifles with intent.

Plane deaths

Two people died yesterday after two light training aircraft owned by Iona Airways collided in mid-air over Cork. Both of the dead came from one plane while the other aircraft managed to land at Cork airport.

More families fall into debt

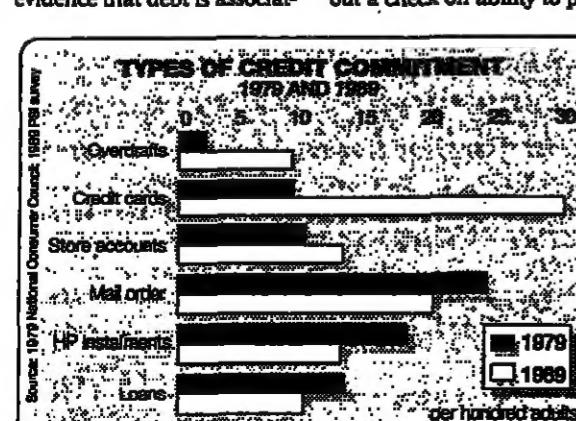
By JEREMY LAURANCE
SOCIAL SERVICES CORRESPONDENT

ONE household in eight falls into debt each year and gets behind with repayments, according to a new survey. Missed payments on rent, mortgages and credit cards reach more than £2,000 in some cases, although most of the two and a half million households involved owe less than £500.

A fifth of households get into arrears on regular expenses or on a consumer purchase but a third pay off the debt without difficulty. The total of problem debts at the time of the survey by the Policy Studies Institute amounted to £2 billion, or £90 for every household.

The survey report, *Credit and Debt*, estimates that households with arrears more than doubled from 1.3 million in 1981 to 2.8 million in 1989. The number with debts to three or more creditors rose fourfold from 130,000 to 530,000.

The comparison seems to indicate that indebtedness grew over the 1980s and that multiple debt in particular increased at a worrying rate," the report says. There is little evidence that debt is associated with a check on ability to pay.



Task force to tackle child crime

By RICHARD FORD
HOME CORRESPONDENT

A TASK force is to be set up by the home secretary to plan a strategy for combating criminal behaviour by children in the family, at school and on housing estates.

It is expected to advise the government on the best projects to be funded as part of ministerial plans to develop a third strand in efforts to tackle crime if the Tories win the general election.

The study says that rent arrears are still the commonest form of debt, with 600,000 council tenants (18 per cent) facing problems keeping up their payments.

To help to reduce growing debts, the report says that advertisements offering credit should carry "health warnings" about the cost of repayments. Almost £50 billion is owed on overdrafts, credit cards and hire purchase agreements.

More than half of customers did not know what interest rate they were being charged and more than a third of hire purchase agreements did not require a deposit. More than a quarter of loans had been agreed without a check on ability to pay.

He told the conference that family circumstances, including the criminality of parents and the quality of discipline given to children, were characteristics shared by persistent offenders. Some parents could not cope or were inadequate and he hoped they could be identified at an early stage and helped by statutory or voluntary agencies.

The task force, made up of police and probation officers, teachers, churchmen, social workers and voluntary agencies' staff, will advise him on the kinds of projects the Home Office should fund at a local level as part of a strategy which Mr Baker said would be "a long, long haul".

Writer takes bitter revenge

By ROBIN YOUNG

The romantic novelist Maureen O'Donoghue took a bitter-sweet opportunity to express herself freely in court yesterday, when she was accused of daubing her former husband's home with the words "bitch" and "bastard" in red paint.

Miss O'Donoghue admitted criminal damage,

but added that she would not have bothered had she known about what she said her former husband's new girl friend, Sarah Farrell. She accused Miss Farrell of breaking up her marriage, and accused Bill Beckett, her former husband, of having left two previous wives. "Then he left me not just penniless but deeply in debt," she said.

Miss O'Donoghue, aged 54, of Dunster, Somerset, was given a conditional discharge by magistrates at Swindon, Wiltshire. A second charge, of assaulting Miss Farrell by covering her in red paint in a public

house, was withdrawn by the police.

Miss O'Donoghue was ordered to pay £412.16 compensation and £30 costs. After the hearing, she said: "It was a fair verdict. I am now working on my next novel. There is bound to be a scarlet woman in it, and a rout."

Mr Beckett said later: "If

Regime dominates waking hours

Daniel Topolski, Oxford coach for 15 years until 1987, examines the pressures faced by Boat Race oarsmen.

THE death of John Hebbes has highlighted the pressures that Boat Race oarsmen face in today's highly-charged competitive atmosphere.

While there is no direct link between Mr Hebbes' death and the tough training programme that the rowing students are put through, the fear has always been present that an athlete could push himself just that little bit too hard and strain his heart. Nor so say the experts. An athlete in training, properly monitored, could never do himself permanent damage.

Boat Race oarsmen are among the fittest athletes in the country. Furthermore, Jurgen Grubler, the new British national coach who took East German crews to 40 medals, now sets the Oxford training programme.

A Boat Race oarsman's work dominates his waking hours. At 7am he is

ing circuits for an hour and a half or spending much the same time rowing on a land-based machine. He will run and cycle, and in the afternoon join his crew-mates on a long stretch of river to row 15 miles.

Any display of weakness, any faltering, and his chance of a place in the Blue Boat could be jeopardised. The pressure within the squad is intense. By the time he and his rivals are good enough to be in contention for a place, there will have been training at this pitch for three years or more.

They are spending up to six hours a

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OPTICIANS

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Unfortunately, the politicians just won't leave it alone.

2 of the 3 main political parties have pledged that, if elected, they will abolish the Assisted Places Scheme; even though 2 out of 3 people want to keep it. (Source: MORI poll.)

Today there are over 30,000 boys and girls on the scheme. Over a third of them come from families with an income of less than £8,714.

Two thirds of the families have an income of under £15,000. The largest groups to benefit are the unemployed and single-parent families.

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All this costs the taxpayer virtually nothing.

The average Assisted Place costs £2,364; the average place in a state secondary school costs £2,180. Meanwhile, the independent sector saves the

taxpayer over £1 billion by educating children whose parents have already paid the state through taxes.

So why attack such a successful scheme?

The best answer we've been able to get from Jack Straw, Labour's Shadow Education Minister, is that he wants independent schools to be only for 'snobs and eccentrics'. We don't know why.

It really seems that this is not logic but outdated dogma. No Labour or Liberal Democrat politician seems to be able to explain how abolition of this popular and successful scheme would improve State education even a jot.

But we don't want you to change the way you vote. All we ask is that you write to your MP and ask for a firm commitment to abandon this pointless policy.

It will cost you an 18p stamp. Not writing could cost Britain's talented children – and Britain – a lot more.

**The
Campaign
to save
Assisted
Places.**

Call for a clear moral lead

Carey rejects halt in women priests issue

BY RUTH GLEDHILL, RELIGION CORRESPONDENT

THE Archbishop of Canterbury yesterday rejected calls for a ten-year delay in the issue of women's ordination. The pleas came from parliamentary traditionalists in the Church of England.

Dr George Carey, responding to an open letter from parliamentarians asking the church to give a "clear and unambiguous moral lead", said that to kick the issue of women priests into touch for ten years would hardly be to "build upon all that unites".

He said there were difficult ecclesiastical issues concerning women's ordination, "but

Woman in train fall wins case

BRITISH Rail was held 70 per cent to blame for what a judge yesterday called horrific injuries to a commuter who lost both legs when she fell between a platform and a moving train.

Miss Hill, aged 31, sat in her wheelchair in the High Court as Mr Justice French held that BR had proved 30 per cent "contributory negligence" on her part. The damages to be awarded to her will be assessed later.

Miss Hill, of Tooting Bec, south-west London, had said the train was stationary when she tried to board it at Wandsworth Common station, south London. She did not hear anyone shout a warning and claimed it started as she opened the door.

Andrew Drysdale, a British Rail guard, had told the court that Miss Hill tried to board the train after it had started, even though he shouted "Stand away". He had delayed operating the emergency brake because he thought she would make it.

The judge said that he did not accept that the train was stationary when Miss Hill tried to board. Nor was he satisfied that Mr Drysdale shouted a warning in time or that, if he did, Miss Hill heard it. What she did in trying to board a train that had begun to move must happen frequently on any busy suburban line. "The number of times that a train judders to a halt would be many if the emergency brake was applied every time." Nevertheless, the delay in emergency braking amounted to negligence.

Laugh? Only if it clinches a sale

DAVID YOUNG, flicking through the pages of the salesman's manual, finds that the patter must run its course

"DON'T burst into tears," said the potential buyer of a soft drinks dispenser to the young lady who had arrived on his doorstep and spent 40 minutes trying to sell him something he never knew he wanted.

"Burst into tears?" she replied. "That's not in my sales manual for another two pages."

Her sense of humour won her the £200 sale and with it £40 commission, but also highlighted the techniques that the public now suspect companies of using, writing into their sales literature and programming into the minds of their sales personnel a series of steps which must be taken until the sales pitch ends.

Even if, as college lecturer Tony Phillips found when he allowed two double glazing salesmen into his home, an attempt is made to halt the hard sell by calling in the police and the salesmen is "asked to leave", the sales patter must run its course.

David Waller, chairman of the Institute of Sales and Marketing, said: "We all know of such stories. Everyone has their favourite anecdote about salesmen and, more often than not, double glazing salesmen. The conversation in some pubs would grind to a half if it wasn't for the one about the double glazing salesman."

However, Mr Waller and his colleagues have checked

many Anglicans believe strongly that it is contradictory and damaging to the church to welcome the emancipation of women in the secular world and yet deny them ordination on the same terms of men".

The parliamentarians, mainly Conservatives from both houses, included John Gummer, the agriculture minister and a member of the general synod, and the Earl of Lauderdale, a trustee of the traditionalist organisation Church in Danger. Most of the signatories were members of that organisation.

Their letter spoke of clergy who feared that the church into which they were ordained may be disappearing and that the context of their ministry was being corrupted. "Many faithful now feel the Church of England has become so caught up in the race for change for its own sake, that we have lost our way," they said, urging a return to retreats, fasting and alms-giving.

They gave a warning of the virtual disappearance of *The Book of Common Prayer* from Anglican worship and said that the received truths from Scripture and the creeds were "in danger of being brushed aside".

Dr Carey's response was one of his strongest public statements and will further bolster his growing credibility as a man who can lead a unified church through the coming decision on women priests. He was due to arrive home from his visit to the Falkland Islands early this morning.

His staff issued his prepared letter to the key signatory, William Benton, Conservative MP for Milton Keynes. While endorsing the traditionalist emphasis on spiritual renewal, Dr Carey said things in the church are "not as they were" but the church was healthier in many areas. The church needed realism rather than "undifferentiated pessimism".

The Labour MP Frank Field, a member of Parliament's ecclesiastical committee and a supporter of women priests, refused to sign the letter.

If the legislation receives a two-thirds majority in each of the three synod houses of bishops, clergy and laity in November, a report will be prepared for the ecclesiastical committee. The legislation will be debated in both Houses of Parliament, where it must succeed to go forward for royal assent.



Hark the herald: a boy shouts a greeting to the Prince of Wales who visited Manningham Housing Association, Bradford, yesterday. The prince, who is President of Business in the Community, discussed low-cost housing initiatives with the Bradford Common Purpose Charitable Trust

Mackay unveils checks on courts

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE biggest changes in the running of magistrates courts in England and Wales for nearly half a century were unveiled in a white paper yesterday by the Lord Chancellor, Lord Mackay of Clashfern.

The reorganisation will include the creation of a courts inspectorate with lay members to raise standards of service, and a new layer of senior managers, paid according to performance.

The Lord Chancellor will have power to intervene if any court seriously underperforms and the court committee responsible fails to act.

The white paper seeks to preserve magistrates' judicial independence, the erosion of which had been at the core of magistrates' concern over earlier proposals.

The courts will continue to be a local service but will be overhauled to improve performance. Lay people who are not magistrates will be involved in running the courts through committees.

Lord Mackay said the reforms were the "most important" in the organisation of the courts for more than 40 years. The new service would

"demand and reward excellence" and would bring about a "less parochial service".

The white paper follows an announcement in December that the magistrates' courts service would be transferred from the Home Office to the Lord Chancellor's office.

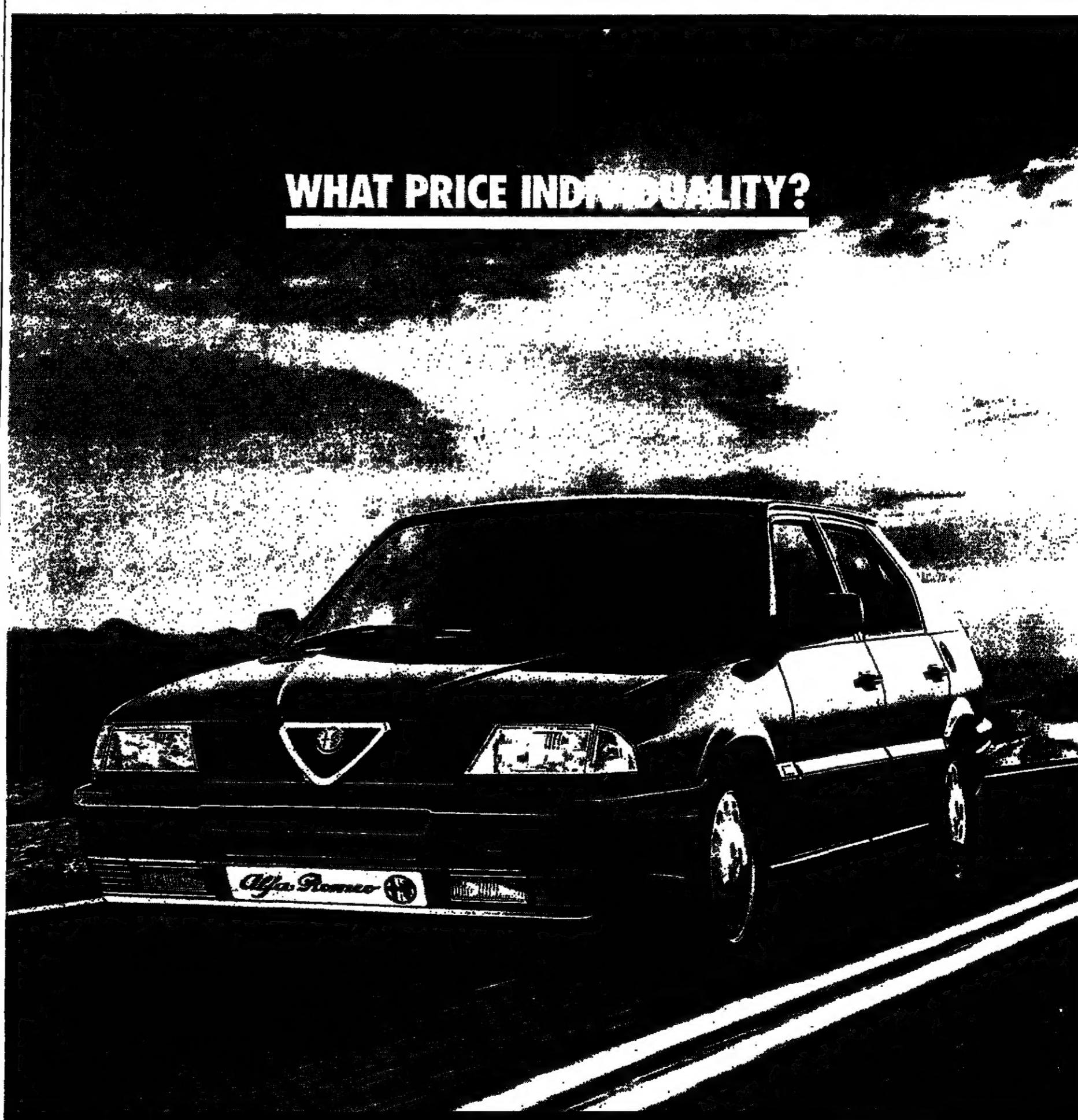
Its main proposals are:

- a new magistrates' courts inspectorate;
- gradual reduction of the number of court committees in England and Wales from 105 to between 50 and 60;
- committees to have no more than 12 members including non-JPs and administrative back-up;
- senior managers to head a team in each committee area, and be personally accountable to committees;
- regular planning and performance review.

Joyce Rose, chairman of the Magistrates' Association, welcomed the commitment to judicial independence but was concerned that the cost of the reforms would "prejudice" the amount of money available to the courts from this April when new cash limits are imposed.

A new Framework for Local Justice (Stationery Office, £3.35)

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The Campaign to Save Assisted Places.

£20m aid blurs the border between town and country

By MICHAEL McCARTHY
ENVIRONMENT CORRESPONDENT

A £20 million package of rural assistance to be announced by the government today will formally recognise that the English countryside is no longer fundamentally different from the town. It is becoming a land of commuters, light industry, job-creation schemes, bottle banks, ramblers and protected hedgerows.

A policy review launched by Michael Heseltine, the environment secretary, and John Gummer, the agriculture minister, includes measures to stimulate the rural economy, preserve its increasingly threatened landscape and wildlife, and cater for the growing demand for access to it. An initial £20 million over three years will fund the programme through English Nature, the Countryside Commission and the Rural Development Commission.

Action for the Countryside puts forward an official vision quite different from that which produced the 1947 Agriculture Act, the 1949 Town and Country Planning

SIXTEEN POINTS

- The Countryside Employment Programme (£3.6 million). A pilot scheme for selected areas to stimulate the economy and cope with job losses arising from agricultural change, in particular the reform of the CAP.
- Rural Action (£3.3 million). Grants of up to £2,000, plus advice and training, to be offered at parish level for environmental improvements, such as clearing ponds or setting up recycling schemes.
- Parish Parks Partnership (£3.8 million). Grants available at parish level to bring the rights-of-way network into good order by 2000.
- Countryside Stewardship (£2.9 million). An

Act and the 1949 National Parks Act, which proves remarkably enduring: a world quite separate from the town. It reviews the entire range of rural policy and recognises the migration to the countryside of thousands of affluent town-dwellers with the traditional vision in mind. Population in rural districts increased by 27 per cent between 1961 and 1981, more than 20 times the rate of urban areas.

The other great change is in farming, intensified in the 1970s and 1980s under the

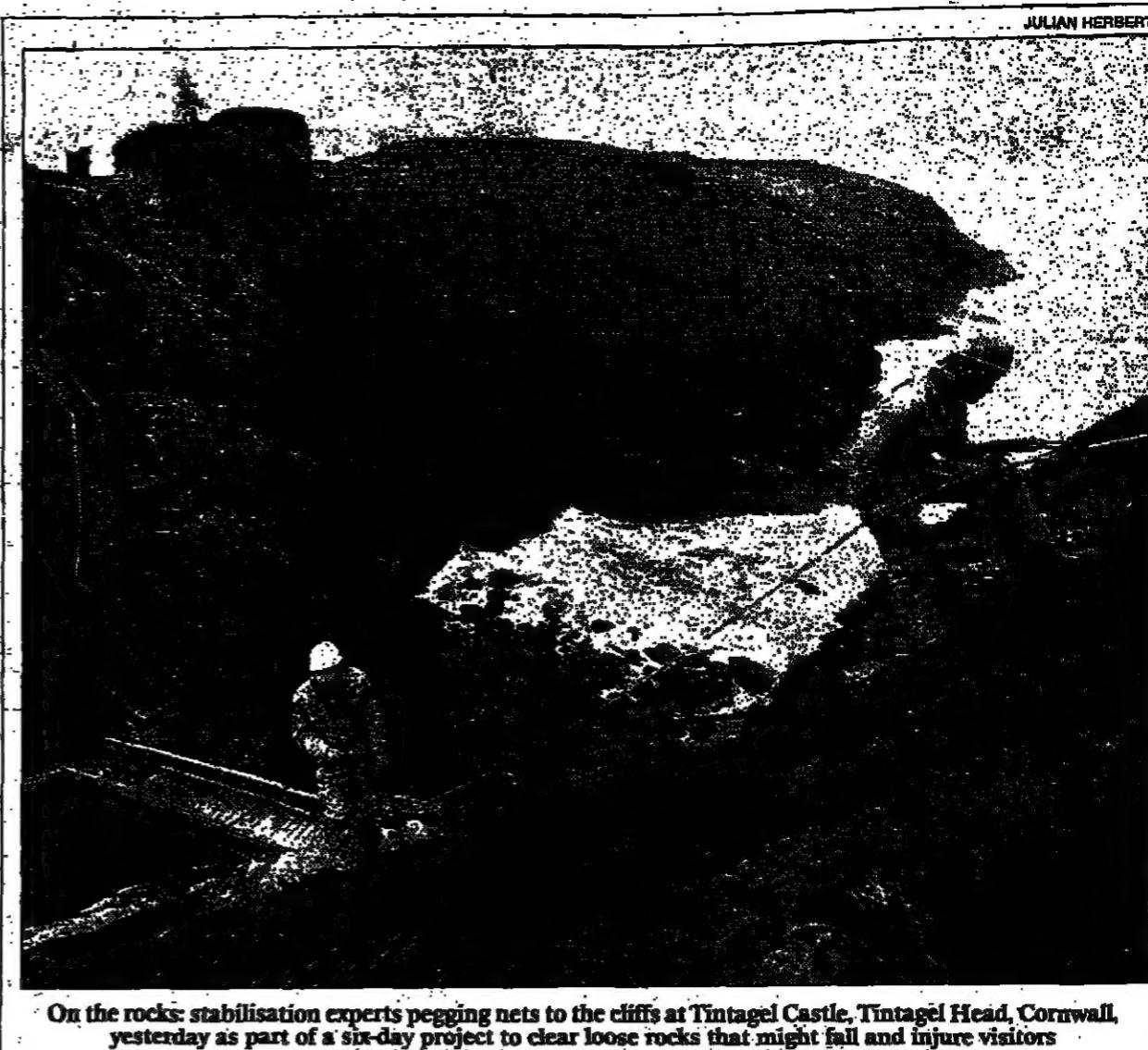
extension of the existing incentive scheme for the restoration of traditional habitats, now to include the grasslands of Devon and of Hereford and Worcester, and landscapes of historic significance.

□ Hedgerow Incentive Scheme (£3.6 million). Grants to bring about better hedgerow management.

□ Wildlife Enhancement (£2.3 million). In addition to English Nature's species recovery programme, six species will be chosen for special protection: the red squirrel, the dormouse, the field cricket, the Essex emerald moth, the natterjack toad and the rough marsh mallow.

The core problem it recognises is how to keep this changed rural economy thriving: on the one hand, resisting efforts by affluent newcomers to "set the countryside in aspic" and, on the other, making sure that job creation is not detrimental to the environment. It recognises how much environmental damage has already taken place and the need to restore and preserve; and how much town-dwellers still need the countryside as a "green lung".

Leading article, page 13



On the rocks: stabilisation experts pegging nets to the cliffs at Tintagel Castle, Tintagel Head, Cornwall, yesterday as part of a six-day project to clear loose rocks that might fall and injure visitors

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Minister blamed for rush to sell art

By SARAH JANE CHECKLAND
SALEROOM CORRESPONDENT

TIM Renton, the arts minister, whose handling of arts funding was criticised by five former Arts Council chairmen in a letter to *The Times* yesterday, is now under attack from the heritage lobby.

He is accused of creating an unseemly rush to sell off historic art by announcing that he is considering producing a list of items that will never be allowed to go abroad. Heritage lobbyists say owners of fine works are queuing up to sell before the value is reduced by the introduction of a list. There is no plan to compensate owners caught by such a list.

Since the minister's proposal was announced, two months ago, works by Holbein, Cranach, Rembrandt and Zoffany have been rushed into the auction rooms.

Mr Renton's intention to delay his decision until March 31 has horrified lobbyists, who fear national treasures will flood the market.

Graham Greene, chairman of the Museums and Galleries Commission, has written to Mr Renton, saying that he "cannot emphasise too strongly the destructive effect of continuing lack of action to address effective reform of our export control procedures". Britain's dominant position in the European art market would "inevitably be weakened".

Christie's has announced an April sale including a Holbein (valued at £20 million) owned by Lord Cholmondeley, *The Old Guard*, *London, from St James's Park*, by Canaletto (£3 million), *Daniel and Cyrus before the Idol of Bel*, by Rembrandt (£8 million) and *Colonel Mordaunt's Cock Fight*, by Zoffany (£1 million). All the paintings are from British collections.

Mr Renton was unavailable for comment, but his office said that having announced a consultation period, he planned to stick to it.

Life-saving drug beats sex barrier

By THOMSON PRENTICE
MEDICAL CORRESPONDENT

A BREAST cancer drug for women is helping to save the lives of men suffering from the same disease. Male breast cancer is rare, striking about 250 men a year in Britain, compared to about 25,000 women.

Doctors at the Christie Hospital, Manchester, have studied the effects of the drug, tamoxifen, on men with the condition. The drug, one of the most effective treatments of female breast cancer, has been used after surgery and radiotherapy since 1976.

Geraldo Ribeiro, consultant radiologist at the hospital, has found that five-year survival among male patients given tamoxifen has increased from 44 to 61 per cent during the past 15 years.

Dr Ribeiro said yesterday: "We don't yet know what causes male breast cancer. We and other centres are looking at occupation, genetics, diet, alcohol consumption and smoking."

The rarity of male breast cancer — which afflicts men aged about 65, compared to 55 for women — made it difficult for men to take seriously. "Some cannot accept that they may have what they regard as a woman's disease, so they don't seek treatment early enough. The disease has nothing to do with their manhood," he said.

Men whose puberty was delayed are at increased risk of fractures due to the brittle-bone disease osteoporosis, according to the *New England Journal of Medicine*.

A suicide verdict was recorded yesterday on a police sergeant who shot himself to escape incessant tinnitus caused by a prisoner's punch six years earlier.

Sergeant Gerard Carroll, aged 46, of Chigwell, Essex, served with the police for 26 years before the constant ringing noise drove him to take his life on January 29, Walthamstow, coroner's court, Essex, was told.

His GP, Dr Andrew Briggs, said the sergeant had given him the impression that the condition "was driving him mad" and affecting his marriage.

Price of justice

David Blythe, aged 22, held in custody for almost a year, wrongly accused of murdering two elderly sisters near his home at Shaw, Greater Manchester, has won five-figure compensation from the Home Office. Another man admitted the killings.

Animals clear

Veterinary tests after a suspected foot-and-mouth outbreak near Carmarthen, Dyfed, have proved negative and restrictions on animal movements have been lifted.

Donor dogs

Owners of big, healthy dogs are being asked to offer their pets as blood donors by Michael Roger, a vet in Stroud, Gloucestershire.

Youths held

Seven youths were arrested after police found petro bombs and weapons in raid on an estate at Brighton.

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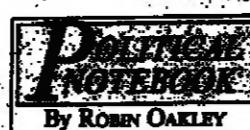
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Morris: Labour's voice of experience

Labour struggles to match the government's strength in depth



By ROBIN OAKLEY

Here is one for Trivial Pursuit enthusiasts: Which of Labour's frontbench teams has the most government experience? Could it be Roy Hattersley and his four juniors on home affairs or Bryan Gould's team on environment, or Robin Cook's on health?

The answer is the two-man team of lawyers shadowing the Attorney-general. John Morris was secretary of state for Wales from 1974-9. His deputy John Fraser was a middle rank minister of state for prices and consumer affairs from 1976-9.

They are, intriguingly, the only shadow team in which more than a single member has previous experience of government. Even if you count Margaret Beckett as the shadow chief secretary to the

Treasury, as part of John Smith's economic team (which Labour's official list does not say they are still outranked by the two lawyers. Mr Smith was in a Labour cabinet for just a year as trade secretary in 1978-9. Margaret Beckett was a parliamentary under-secretary for education from 1976-9.

It points up a problem for Neil Kinnock, who has never been even a junior minister himself (the nearest he got was bag-carrying as Michael Foot's PPS for a short spell). As the Tories will no doubt remind us nearer the time, he would enter Downing Street

with one of the least experienced teams of ministers to come to office.

When Harold Wilson won power in 1964 after 13 Tory years he was able to include 12 former ministers among the 23 he sat around the table, including four who had served in a cabinet. By comparison only six of the elected shadow cabinet have any government experience: Roy Hattersley, John Smith, Gerald Kaufman, John Cunningham, Michael Meacher and Margaret Beckett.

Like the then Mr Wilson, Mr Kinnock has on his front bench four former cabinet ministers (I am not counting Stan Orme, who will be 69 by the time of the election and whose position as chairman of the parliamentary Labour party is not that of a shadow

minister) along with Messrs Morris and Morris the other two are Mr Hattersley (prior to 1976-9) and Lord Gidley of Penrhos (Welsh secretary 1966-8 and agriculture minister 1968-70). Now 75, Lord Gidley is the shadow leader in the Lords.

Labour's 82-strong frontbench team in the Commons (excluding 13 whips) only has one other government experience in *Down's Parliamentary Companion*. Along with the three former cabinet ministers there are three who made it to minister of state: Mr Fraser, Gerald Kaufman (industry 1975-9), and the retiring Denis Howell (environment and sport 1974-5).

Another six had their feet on the first rung of the ladder

as parliamentary secretaries during a previous Labour government. They are Ms Morris, Mr Cunningham (energy), Mr Meacher (industry, social security and trade), Barry Jones (Wales), Alf Morris (DHSS) and Jeremy Bray (sport and Minetech). If we are to count whips then there would qualify after a spell of MP-minding during the Callaghan years: Peter Sturge, Ann Taylor and Jim Marshall.

Only 29 of the frontbench team have even been in the Commons with a Labour government in power. And 26 of Mr Kinnock's frontbenchers are still in their first parliament. That underlines Labour's real problem, which is not at the top. Most impartial observers would agree that the shadow cabinet today can

match the Major cabinet man for man and in some cases outpunch it.

The problem is lower down. Although they would probably soon put on weight with red boxes in their hands, there is not the strength in depth on the Labour side that is evident among the Tory ministers of.

"Well, who do you want representing this country at the international conference table: John Major and Douglas Hurd or Neil Kinnock and Gerald Kaufman?"

But the Conservatives have a difficulty. By overdoing the experience factor they would remind the country just how long they have been around.

The time the other side had a "go" feeling is never too far from the surface.

ADRIAN BROOKS



Debate on health 'silenced'

Labour yesterday demanded a government statement on the postponement until after the election of the white paper setting new national targets for reducing premature deaths from heart disease and cancer.

Robin Cook, the shadow health secretary, said the decision to shelve *Health of the Nation* showed that health promotion came bottom of the cabinet agenda. "The real reason Chris Patten has put a muzzle on William Waldegrave is that he wants to keep health out of the news. The Tory party knows they have lost the argument over the NHS and that their only hope is to silence the debate."

Teachers' pay

Teachers' salaries have risen by 36.2 per cent in real terms since the government came to power in 1979. Michael Fallon, the education under secretary, said the average salary is now £18,320 and the latest award will add 7.8 per cent to the wages bill.

Bill returns

For the eighth time Jeremy Corbyn, Labour MP for Islington North, introduced a bill aimed at eliminating poverty in retirement. It would abolish standing charges and television licence fees for pensioners and link pensions to average earnings. It has no chance of becoming law.

Tourist count

Eric Forth, the employment under secretary, issued figures showing that about 18 million tourists and others visited the UK in 1990 and spent about £7.7 billion.

Aid cash up

Britain's contribution to the EC's overseas aid budget has risen by 25 per cent in real terms to £333 million since 1979. Linda Chalker, overseas aid minister, said.

Food for needy

The government is asking charitable and other non-profit making organisations to apply to distribute surplus EC butter and beef to the needy.

Parliament today

Commons (2.30): Questions: Northern Ireland; prime minister. Debate on Welsh affairs.

Lords (3): Local Government Finance Bill, third reading.



Education reforms pledged

By JOHN O'LEARY
EDUCATION CORRESPONDENT

LABOUR promised to end the "jungle" of examination and training systems that confront school-leavers. Jack Straw, the shadow education spokesman, said no many were deterred from staying on at school or going to work.

According to senior party officials, the electioneering atmosphere of recent weeks has meant that the party's normal fund-raising activities have increased sharply. "Receipts have shot up," said one. At the party's big fundraising dinner two weeks ago, there was one single donation of £10,000, it was disclosed.

Mr Kinnock and his colleagues were buoyed by the latest ICM opinion poll showing the party three points ahead. He told them: "If the government was to run away from April 9 it would certainly defeat into certain annihilation, because the British people would understand that they were continuing their game of fast-and-loose for yet another month."

He predicted that the election would be fought on the issues on which Labour was strongest and had the most appeal. "We will win on health, we will win on education, we will win on poverty, we will win on our policy for protecting the environment."

Michael Heseltine yesterday attacked Labour's "muddled and confused" plans for devolution and regional assemblies, saying they would lead to higher taxes. Labour claim they would seek consensus for their assemblies, but clearly none exists. Would Labour impose their regional assemblies against the will of local people?" he asked.

Mr Straw claimed that the survey confirmed his criticism of the scheme since it showed that 60 per cent of assisted pupils had middle class backgrounds.

Parents are fully entitled to send their children to private schools if they wish. But the assisted places scheme raises the quite separate issue of whether the state should be paying the higher fees of pupils in those private schools at a time when resources for state schools are so squeezed."

Mellor gives warning of return to high inflation

By STEPHEN MILLWARD AND JOHN WINTER

THE prospect of economic recovery would be jeopardised by rising inflation, the interest rates of which will be set after the election. David Mellor, chief secretary to the Treasury, told MPs yesterday during a debate on inflation.

Margaret Beckett, the shadow chief secretary, accused the Conservatives of a "Jekyll and Hyde" approach to inflation control.

When Philip Oppenheim (Amber Valley, C) asked whether Labour would change interest rates to keep sterling within the ERM bands, she replied: "We have long expressed the view that if the exchange rate is properly managed there is no need."

Mr Mellor said that the prime minister had stable prices were in sight, so as long as the policies that had brought about were adhered to.

Mr Mellor described Labour as the party of devaluation and mocked the assertions of John Smith, the shadow chancellor, that he would not devalue. He brushed aside taunts about the government setting inflation rate for the second time in a decade. "Any increase in inflation, to a peak of 10 per cent two years ago is nothing compared to the record of 25 per cent under Labour."

Mrs Beckett said that the government had chosen to debate lower inflation and interest rates because they could boast of nothing else, with soaring unemployment, house repossessions and bankruptcies, plummeting investment and negative growth.

Reviewing the government's economic record, she said that two years after the 1983 election, flush with money and, rhetorically, companies and individuals had gone on a credit spree while

the government went on feeding inflation, cutting money supply, raising interest rates, missing on price increases for gas and water, to prepare for privatisation. They had pushed up interest rates and kept them up while mortgage debts increased.

When Philip Oppenheim (Amber Valley, C) asked whether Labour would change interest rates to keep sterling within the ERM bands, she replied: "We have long expressed the view that if the exchange rate is properly managed there is no need."

Mr Mellor said that the reply was "an extraordinary cop-out", and Mrs Beckett would not hold Treasury office for ten seconds if she could not improve on that.

Mrs Beckett replied: "He seems to have managed it."



Shrinking pound: Mellor predicts that a Labour government would hit economic recovery

MP challenges Tory policy on Scottish devolution

By JILL SHERMAN
POLITICAL CORRESPONDENT

A CONSERVATIVE MP embarrassed the government in the Commons yesterday by openly challenging its refusal to consider devolution in Scotland.

While Ian Lang, the Scottish secretary, maintained a robust defence of the union, a Tory backbencher urged him to discuss a better solution for the future in the face of dwindling support in Scotland.

Voice of Tories, Robert Adley, Conservative MP for Chichester, reminded Mr Lang that ever since

1975 support for the Tories had declined in Scotland. "After listening to the arguments for more than 20 years some of us still find the argument of Lord Home (in favour of devolution) rather more seductive

than that of Mrs Thatcher," Mr Adley said. "Surely our party is in favour of decentralisation?" he asked. "After the election is it not possible to initiate some sort of discussion which enables us to arrive at a solution which is acceptable to most people?"

Refusing to answer the question directly, Mr Lang admitted that the principle of devolution was important to the Conservatives. He reminded Mr Adley that in 1979, after the last time the issue was addressed

— and support for a devolved assembly fell — the strength of the Scottish Conservative party had risen "very considerably".

Earlier, during what was probably his last Commons question time before the general election, Mr Lang reinforced the government's opposition to devolution.

Donald Dewar, the shadow Scot-

ish secretary, asked for clarification of the prime minister's remark that he was "taking stock" of the situation. "Does such a defence as far as you and your party are concerned rule out now and in the future any form of directly-elected body for Scotland?" Mr Dewar asked. Mr Lang said: "Our position is absolutely clear ... we are determined to maintain Scotland's full place as an equal partner in the UK and to create no bodies which would fragment or undermine that position."

The government intends to further underline the electorate's choice between unionism and devolution by encouraging a debate on home rule in Wales. David Hunt, the Welsh secretary told journalists that the Welsh grand committee would debate devolution and the meeting, expected on March 9, would take place in Cardiff. Motions were expected to

be put down in the House today to enable the meeting to take place for the first time outside Westminster. "I am anxious to extend and widen the debate," he said.

Pressed on how the Tories would strengthen the union, Mr Lang said at the same press conference that this would be done through economic development across the UK.

Major investment in the 1970s and 1980s should be built on by keeping tax rates down and inflation low, he said. Scotland had "derived enormous benefit by sound management of the economy". For every four companies trading in Scotland in 1979, there were now seven.

Mr Lang hinted that more civil servants could be deployed from London to north of the border, but would not be drawn on whether any "Westminster business" could be transferred to Scotland.

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Finns ready to join EC after Russian trade slumps

FROM OLLI KIVINEN IN HELSINKI

FINLAND'S centre-right coalition government will decide today to apply for full membership of the European Community and hopes to be able to conduct membership negotiations in parallel with Sweden and Austria.

The government will issue a statement to parliament on our Finland's aims and hopes. The application will be delivered after March 18 when parliament has debated and voted on it.

Finland has been able to get rid of the Stalin era friendship pact, which the Soviet Union used to put pressure on Helsinki, but the country has been affected by Europe's tumultuous developments and the collapse of

the status quo, which have brought benefits for most other countries.

During the 1980s, Finland's economic growth was among the highest in developed industrial countries and lifted the country among the richest nations. Trade with the Soviet Union ran smoothly and cushioned the economy against fluctuations in the Western market. Membership of the Community was no issue because neutrality and closeness to Moscow ruled it out.

Now all that has vanished. Trade with Russia has collapsed and Finland is in the middle of the worst recession since the hunger years in the 1960s. GNP fell 5 per cent last year. The revered neutrality lost its meaning just as Helsinki was able to gain universal acceptance for it. Finland has found itself in the position of a normal, faraway Nordic country. The Scandinavian welfare society model itself is in danger because of rising costs.

After the end of the Cold War, Finland sought shelter in the European Economic Area proposed by Jacques Delors, the European Commission president. Willingness to join as a full member began to grow day by day after it became obvious that the negotiations between the Community and the European Free Trade Association to establish the economic area ran into one problem after another. Most Finnish leaders now admit the area can only be a temporary solution.

The rapid change brought difficulties, especially to the leaders of the main coalition partner, the Centre (formerly Agrarian) party of Esko Aho, the prime minister. They have worked hard for months to convince their farmer supporters that Finland must join. Most of the farmers oppose full membership, fearing that it will wipe out Scandinavian agriculture.

The second biggest coalition party, the Conservatives, is all for membership, and it has pushed the reluctant Centre party hard towards accepting membership.

The third group in the coalition, the Swedish People's party, supports membership. The Christian Union party is against, and it is likely its lone minister must resign. The main opposition party, the Social Democrats, also supports quick membership.

The decision to apply for membership has been certain for several weeks since President Kravchuk of Ukraine arrived yesterday, while the presidents of Belarus, Moldavia, Uzbekistan and Tajikistan arrived on Tuesday.

President Kravchuk said at a press conference that he is confident that Ukraine and Russia can solve their disagreements in the next Commonwealth of Independent States meeting in Minsk on March 20.

Five sign Europe peace pact

By Olli Kivinen

FIVE republics of the former Soviet Union officially joined the European security conference yesterday when their presidents signed the Helsinki final documents in the Finlandia hall, Helsinki, where it was originally adopted in 1975.

All ten countries which were admitted to the Conference on Security and Co-operation in Europe (CSCE) last month were invited but only five presidents came to Helsinki. Russia does not need to sign as it is the Soviet Union's successor state, and Georgia has not applied.

The occasion turned into a protocol planner's nightmare, which gave an indication of the difficulties that can be expected when the next CSCE follow-up conference begins in Helsinki at the end of March with 48 states present instead of the original 35. Some of the new republics are in Asia, and they have almost no experience of running a foreign policy.

Finland officials did not have exact advance information on which presidents were coming or when. President Kravchuk of Ukraine arrived yesterday, while the presidents of Belarus, Moldavia, Uzbekistan and Tajikistan arrived on Tuesday.

President Kravchuk said at a press conference that he is confident that Ukraine and Russia can solve their disagreements in the next Commonwealth of Independent States meeting in Minsk on March 20.

Leading article, page 13

Soundbite envoy dreams of a move

He wears a red cardigan under a grey pinstripe suit, and his hair a little longer these days. But Gennadi Gerasimov is still recognisable the man who put the soundbite into Soviet politics.

Mr Gerasimov was the marketing manager of the Gorbachev revolution, mixing mocking quips with Marxism. He fought the last battles of the Cold War

and has a charm offensive on television chat shows.

He still speaks in small, perfectly-formed quotations, watching for reactions to his indiscretions or neat phrases. Mr Gerasimov arrived in Portugal last spring after losing his foot as the communist system fell apart. He said little in public about August's abortive coup, and then smoothly altered from Soviet to Russian ambassador. "It was my little trauma."

Raiders grab food aid

FROM REUTER
IN TIRANA

AT LEAST two people were killed when thousands of Albanians raided food warehouses. The state radio said yesterday that the rioters took stocks of foreign food aid in Pogradec on Tuesday and were still attacking a day later. At least two people were suffocated in the crush.

Police fired shots to disperse the attackers but had to retreat yesterday morning, the radio said. Military reinforcements were requested in Pogradec, 50 miles southeast of Tirana.

Albania's three million people have endured a winter of chronic shortages as the economy, ruined by 40 years of Stalinist isolation, teeters on the verge of collapse. The country's second free general election, originally scheduled for March 1, is due to be held on March 22.

A year ago, inexperienced democrats won less than a third of the seats in parliament while former communists captured the majority. This is the campaign for the final victory over communism and for the establishing of democracy," said Berisha, the Democratic party leader, told a cheering crowd of 15,000 as he opened his campaign yesterday in Tirana. "The Democratic party will win because it succeeded in one year in returning basic human rights to Albanians."



Ground for suspicion: a policeman searching for clues after a bomb-wrecked police bus in Athens yesterday, injuring 18 riot policemen

Gorbachev banks on fast buck

By OUR FOREIGN STAFF

MIKHAIL Gorbachev said in a television interview broadcast yesterday that he now did the shopping and lamented that money went nowhere in the new Russia.

"As soon as I started going to the shops, I realised that was 500 roubles gone straight away," the former Soviet president complained. "What I'm thinking now is — that's enough. It's time I earned some dollars to support my family," he said.

"Raisa and I, we receive all the bills ... we pay them ... our go the cheques and last month we calculated we'd spent 3,900 ... That's my entire pension," he said.

Mrs Gorbachev spoke of the strain her husband had endured during his leadership: "To understand Mikhail Sergeyevich fully, you must understand what he embarked on ... the decisions he took. If anyone knew how much we suffered during those seven years, all the sleepless nights, the countless dangers, the worries."

The interview was broadcast by ITN, whose Moscow reporter, Penny Marshall, joined a French television team for the encounter. The film illustrated the more modest life the couple are now leading. Mr Gorbachev still has his ZIL limousine and bodyguards. But he was shown being driven unescorted and drinking with friends.

City seeks UN stamp of approval

FROM JAMES BONE
IN NEW YORK

EVER since a Christian stonemason named Marinus fled to the Apennine mountains to escape religious persecution by the Roman emperor, Diocletian, in the fourth century AD, the city-state he founded atop Mount Titano, in northeastern Italy, has enjoyed a splendid isolation. But now San Marino, named after St Marinus, whose remains are interred in a local church, is stepping out on to the world stage.

The world's oldest republic has asked to join the United Nations, and has already won the security council's support. The full 166-nation UN General Assembly is due to approve its admission on Monday, along with that of eight former Soviet republics — Kazakhstan, Tajikistan, Uzbekistan, Kirghizia, Armenia, Moldavia, Turkmenistan and Azerbaijan.

Totally surrounded by Italy, San Marino is best known as a tourist attraction and the producer of colourful stamps. The republic has its own government, judiciary, taxes, police force and even car licence plates. But it has a population of only 24,000 and covers just 23.6 square miles. Diplomats say San Marino decided to apply for UN membership after the Iraqi invasion of Kuwait, when the UN showed itself to be a staunch defender of the sovereignty of small states.

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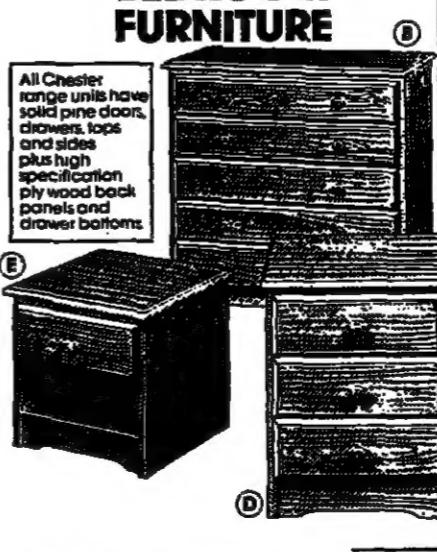
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4 Drawer Chest (500mm wide approx.)

3 Drawer Chest (500mm wide approx.)

Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer Chest (500mm wide approx.)

4 Drawer Chest (500mm wide approx.)

3 Drawer Chest (500mm wide approx.)

Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer Chest (500mm wide approx.)

4 Drawer Chest (500mm wide approx.)

3 Drawer Chest (500mm wide approx.)

Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer Chest (500mm wide approx.)

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Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer Chest (500mm wide approx.)

4 Drawer Chest (500mm wide approx.)

3 Drawer Chest (500mm wide approx.)

Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer Chest (500mm wide approx.)

4 Drawer Chest (500mm wide approx.)

3 Drawer Chest (500mm wide approx.)

Bedside Cabinet

Double Wardrobe with coat rail and hat shelf

5 Drawer

President's men go for Buchanan jugular

FROM PETER STOTHARD, US EDITOR
IN SAVANNAH, GEORGIA

THE Bush re-election campaign team opened the bitterest phase of its battle against Patrick Buchanan, the right-wing Republican challenger, yesterday.

After a worrying result in Tuesday's South Dakota primaries and an embarrassing failure to gain full endorsement from Ronald Reagan, the White House decided that Mr Bush had to rouse his forces and stop the drift. Vice-President Dan Quayle, seek-

ing support in Savannah for next week's Georgia primary, went well beyond any previous personal attack on Mr Buchanan. He told an audience of supporters that the challenger was a fake conservative who supported the pro-Palestine policies of the Rev Jesse Jackson, the weak defence policies of George McGovern, and the protectionist trade strategy of the Democratic House leader, Richard Gephardt.

The attacks coincided with the start of a television campaign criticising Mr Buchanan's opposition to the war against Iraq. Retired marine commandant, General P.X. Kelly, can be heard intoning nightly here how Mr Buchanan's "irresponsible assertions and lack of support for the president during Operation Desert Storm do not, in my opinion, make him an attractive candidate".

Mr Quayle and General Kelly are just two of the aggressive surrogates whom the president has decided to use to blunt the Buchanan attack in Georgia, where the primary on March 3 is the two sides' next big test of strength. Mr Buchanan was not in the ballot in South Dakota, where opposition to Mr Bush still resulted in a 32 per cent vote for an uncommitted slate of convention delegates who would be able to choose either candidate in August.

Georgian Republicans, particularly outside Atlanta, are mainly old-fashioned conservatives with a strong affection for the military. The best surrogate to appeal to them would be Mr Bush's former boss, Mr Reagan.

The Bush campaign had been railed by newspaper reports of an alleged Reagan statement that the president "doesn't seem to stand for anything" and had set up an urgent meeting between the two men at Mr Reagan's Bel-Air home. But after reporters waited at the Reagans' gate, which had been brown-papered to stop any sight of their greeting, there was no photo opportunity.

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TM/26/92



A song in their hearts: Natalie Cole holds three of the Grammys won by her record paying tribute to her father; the rock singer Michael Bolton with his award as best male pop vocalist; and Barbra Streisand with her Grammy for achievement in her career

Unforgettable oldies sweep Grammy board

FROM CHARLES BREMNER IN NEW YORK

THE heavy-metal fans

scratched their heads in won-

derment and a few sneers

ripped through the ranks of

rappers in New York's Radio

City Music Hall, but across

the country, ordinary folk

cheered before their tele-

vision sets early yesterday.

At the annual coronation

ceremony of the American

music business, they had

thrown political correctness

to the winds and showered

awards for best record,

album and song, plus three

other "Grammys" on Nat

King Cole's ultra-romantic

Unforgettable, a number

written and performed in

1951 when half the judges

had not been born. "Best

song of which year?" jeered

one irreverent rocker.

Cole, the idol of the bobby-

soxers, who died in 1965,

"joined" Natalie, his daughter,

on a giant video screen in

the rousing techno-spiced

duet which had won her the

lion's share of the industry's

Oscars. It was bad enough

that Bonnie Raitt, a main-

stream rocker, beat all the

younger performers and took

three Grammys. This,

moaned the more hip guard-

ians of pop culture, was a sad

comment on the times and

ultimate proof that the

Grammys were out of touch.

In a year when the best-

selling acts have names such

as Naughty by Nature, Guns

'N' Roses and Niggers with

Attitude, the greats of the

recording business suc-

cumbed to a paroxysm of

nostalgia, along with the

four million mainly young

Americans who in recent

months have bought Ms

Cole's album and found that

there was life before

synthesisers. "I thank my dad for leaving me such a wonderful heritage," said Ms Cole, whose computer-enhanced record also initiated the rock public into such as melodies *Mona Lisa*.

The night was a good

night one for posthumous

glory; awards went in the

classical and jazz sections to

Leonard Bernstein and Stan

Getz, both of whom recently

died, and to Billie Holiday.

This vindication of the oldies before a worldwide television audience overcame the good grace of Irving Gordon, when he received the Grammy for writing *Unforgettable*, four decades after the event. "It's nice to have a

synthesiser," he said, "but I

don't get a hernia when I sing

it," he said, setting thousands

of younger teeth on edge. "It's not necessary to scream your head off to say 'I

love you'."

That was taken as a personal offence by Michael

Bolton, a young singer who

won the Best Pop Vocal for a

mega-decibel rendition of

the 1960s standard *When a*

Man Loves a Woman. "You

can take no-talent chimpan-

zees, give them paint and

they'll destroy any Van Gogh

and Rembrandt around," he

told the cameras backstage.

"I can say I don't get a

hernia when I sing, because

for me it is no problem."

synthesiser, much of it politically correct, dominated the discourse at the four-hour marathon, attended by 6,000 celebrities, as performers and Whoopi Goldberg, the host, in particular, delivered the standard appeals for the environment, peace, AIDS awareness and self-esteem. White men, the current butt of "appropriate" anger in America, were the favourite target, though two black men, Mike Tyson and Judge Clarence Thomas, came in for their share of anti-sectarian jibes from the winners. Metallica, which won the heavy-metal category, were indignant that Jethro

Tull, an act from the Sixties, had pipped them to the post the last time. When Barbra Streisand received her "Living Legend" award, she took a swipe at the ungrateful Hollywood crowd which ignored *The Prince of Tides*, her latest film, in its Oscar nominations last week.

It was not, however, a good night for all has-beens. Just hours before Donald Trump was to attend the Grammy feast, a thief made off with his stretch limousine, forcing him and Maria Maples to hitch a lift with John Denver, another blast from the past.

Diary, page 12

Tinseltown throws its biggest party

FROM WILLIAM CASH IN LOS ANGELES



Star style: choosing a present for Elizabeth Taylor is likely to be a difficult task

TINSELTOWN's most sought after invitation of 1992 is from Elizabeth Taylor. The queen of Hollywood and 1,000 guests will take over Disneyland today to celebrate the actress's 60th birthday.

The birthday bash, estimated to be costing several million dollars, comes less than six months after the excesses of her wedding at Michael Jackson's Neverland Ranch in Santa Barbara, northwest of Los Angeles.

Uninvited guests included some in low-flying helicopters and a daredevil parachutist with a video recorder strapped to his head.

"It's going to be the biggest party she has ever seen

— the biggest party Hollywood has ever seen," said Greg Albrecht, a Disneyland spokesman. "It's going to be wild and fun. We're pulling out all the stops."

The invitation features a border with photographs of the star throughout her career alternating with snaps of Mickey Mouse. It states curtly: "Adult children only, please". Guests are expected to bring presents — an awkward task perhaps for a woman used to a gift-wrapped yacht or diamonds.

Disneyland will close to the public at 6pm. The entertainment has been organised by Michael Eisner, the Walt Disney Company chairman, and David Geffen, a leading Hollywood record producer.

De Klerk declares World Cup break

FROM RAY KENNEDY IN JOHANNESBURG

MR VAN DER MERWE, the Afrikaner, was tied up "in conference" yesterday morning as was his Anglo chum, Mr Smith. In fact, while the national cricket team was trouncing Australia in its first World Cup after years of the anti-apartheid boycott, the busiest people in South Africa were switchboard operators and secretaries, fending off their boss's callers.

Thousands of miles away the South African team was playing Australia in the World Cup and, against even the most loyal predictions, winning.

If President de Klerk had called his referendum yesterday it was a safe bet that not even the conservatives would have deserted their TVs and radios to go out and vote "no". As it happened, even serious affairs of state came second. Mr de Klerk was presiding over the weekly cabinet meeting at his official Cape Town residence, and the agenda was topped by the referendum. But as Kepler Wessels, the captain, and Peter Kirsten, the veteran who was originally rejected by the selectors, hit the winning runs cabinet business came to a halt.

Mr de Klerk immediately cabled Wessels: "We have just been informed of the result of the match." (Naturally, Mr de Klerk and his colleagues could not admit that they were glued to the commentary like everybody else.)

The rangers swiftly marched back to sit in their Land-Rover to give Mr and Mrs Ward the chance to grieve without the disturbing presence of the men accused of killing their child.

The trial continues in Nairobi today. The trial continues in Nairobi today.

Televised coverage of the match was denied to the majority of South African viewers although there was an adequate ball-by-ball radio commentary.

The state-controlled South African Broadcasting Corporation failed to secure transmission rights with Australia's Channel 9 television which sold them to M-Net a private firm which distributes an encoded signal.

According to Alvin Macaskill, a spokesman for

M-Net in Johannesburg, the company's technicians have been unable to keep up with the demand for decoders which has soared since the South African team arrived in Australia three weeks ago.

Hotels and clubs

Canada pull out Europe troops

Palestinians accuse Israel of push for apartheid

FROM MARTIN FLETCHER IN WASHINGTON

THE fourth round of Middle East peace talks appeared to be going nowhere yesterday after the Israelis had presented a plan for Palestinian self-rule which the Palestinian delegation dismissed as "preposterous and an insult to anybody's intelligence".

Hanan Ashrawi, the Palestinian spokeswoman, said the ten-page plan gave the Israelis the right to continue settling indefinitely in the occupied territories and was in numerous ways "a negation of the barest minimum of the Camp David accords" which Israel and Egypt signed in 1978.

The Palestinians, adopting a harder line than in earlier rounds, said negotiations on transitional self-rule could not even begin until the outstanding issues of control

Kuwaitis 'back vote for women'

FROM CHRISTOPHER WALKER IN KUWAIT CITY

DISMAY at President Saddam Hussein's continuing grip on power in Iraq and Kuwait's refusal to grant political rights to women soured celebrations yesterday to mark the first anniversary of the emir's liberation.

"While the seditions are going on, while the bulldozers are levelling our land, it is very clear that Israel is trying to dig the grave of the peace process," Dr Ashrawi said.

The Camp David accords en-

visaged an interim Palestinian self-governing authority for a five-year transitional period before the final status of the occupied territories was determined. Israel would at the same time withdraw its forces and end its military rule in the territories.

Israel's plan has not been made public, but it reportedly applies self-rule to people, not to land, circumscribes the anticipated power of the self-governing interim authority, gives the authority no say over any Jewish settler or over east Jerusalem, and preserves Israel's sole responsibility for security in the occupied territories. It makes no mention of a military withdrawal.

Dr Ashrawi called it a "re-

confirmation of the occupa-

tion... an attempt to legitimise the annexation of the occupied territories". She said it would create an apartheid system with different laws and standards for Israelis and Palestinians. It called the Palestinians "inhabitants" of the occupied territories and said the Israelis have "the right to settle and continue setting" there.

The Bush administration is

meanwhile discussing with congressional leaders a

means of keeping alive the

possibility of giving Israel

\$10 billion (£5.7 billion) in

housing loan guarantees un-

til after the Israeli elections

this summer.

The compromise would in-

volve Congress authorising the

guarantees in principle but

giving James Baker, the

Secretary of State, the power

actually to disburse them.

This does not represent a

softening of the administra-

tion's determination to make

the guarantees conditional on

a settlement freeze, but would

postpone an all-or-nothing

confrontation, and a new Is-

raeli government might prove

more amenable to American

demands.

Unless an agreement of this

sort is reached, the adminis-

tration could be deprived of

the \$600 million it is seeking



Ashrawi: Camp David accords "contradicted".

In aid to the former Soviet republics. Without the backing of Israel's congressional supporters there would probably be no foreign aid bill passed this year. Patrick Leahy, chairman of the Senate sub-committee that oversees foreign aid appropriations, said he would not put forward a new aid bill without an agreement tying the guarantees to a settlement freeze.

Sri Lankans opt for exile in enmity

FROM CHRISTOPHER THOMAS IN MADRAS

A FERRY escorted by Indian coastguard vessels and naval helicopters has carried 500 Tamil refugees back to Sri Lanka, taking the total attempting to resettle to 4,000 in the past month - but more than 200,000 others are refusing to go home.

The future of a reparation programme agreed between India and Sri Lanka must be in doubt. Word is filtering back from those who have returned to the ravaged northeast that there is nothing there for them. Some have had their meagre possessions stolen by Tamil gunmen; others have found only devastation and violence.

The fifth and last shipload of refugees from Madras to the eastern Sri Lankan port of Trincomalee left last Friday; anybody else wanting to return will, for the time being, be deposited on the more peaceful northwest coast, by a ferry plying from the Indian

island of Rameswaram to the small port of Talaimannar, a three-hour journey. Sri Lanka has told India it can cope with no more than two ferry loads - 1,000 people - a month, far fewer than India hoped for. Delhi has been anxious to send back refugees since known associates of the Tamil Tigers killed Rajiv Gandhi, the former prime minister, last May.

Since then, hostility towards the refugees has hardened. Within a few weeks of Gandhi's death, the southern state of Tamil Nadu announced that no more Sri Lankans would be accepted into schools or universities.

The refugees are blamed for a host of ills. They are accused of taking scarce jobs, of kidnapping, bank robberies and encouraging drug-taking among students.

The government gives free food to 113,000 refugees housed in camps, plus 150

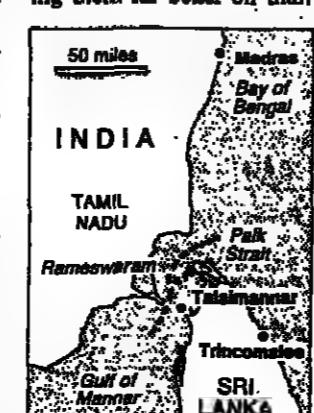
rupees (£3.30) a month to each adult and up to 90 rupees per child. Many refugees also receive remittances from relatives abroad, making them far better off than

longer allowed to bring their wounded to Tamil Nadu, and training camps are banned. Intensive surveillance of the coast has made it all but impossible for weapons shipments bought on the international market to be offloaded in India, where they used to be broken up into small consignments. These measures are at the heart of the Tigers' present military weakness.

Delhi is angry, starting to

suspect that Sri Lanka's declared willingness to take back refugees returning voluntarily was intended merely to impress a meeting in Paris last month of an international aid consortium, which agreed on a record \$950 million (£540 million) one-year package.

Most refugees are clearly unimpressed by Colombo's promise to ensure their safety and help them resettle, and appear ready to endure continuing hostility in India rather than return.



most local Tamils. This adds to the resentment.

The Gandhi assassination has turned the Tamil Tigers, once seen as heroes, into figures of hate. They are no



Colour party: women wave allied flags as US warplanes fly over Kuwait City yesterday to mark the first anniversary of liberation

Mengele mistress was Nazi hunter

FROM GABRIELLA GAMINI IN BUENOS AIRES

MORE details have emerged from the newly opened Argentine police archives on Nazi refugees about the alleged Israeli spy who became the mistress of Josef Mengele, the infamous German doctor at Auschwitz during the second world war.

According to the archives, Norah Aldo, who alternatively used the alias of Edith Nurit, went to Argentina in 1960 as part of a group of Israelis searching for Mengele. She died in mysterious circumstances at an Argentine ski resort before she could reveal Mengele's whereabouts.

The Israelis were hunting Mengele for the murder of thousands of Jews at Auschwitz and for performing horrific medical experiments on them. After 1956, Mengele was so confident of his safety that he lived in Argentina under his real name.

The files, which depict Norah Aldo as a "beautiful and mysterious" single Israeli woman, aged 44, relate how Argentine intelligence traced her to the same Buenos Aires address as Mengele on several occasions, and describe her as his "concubine".

A reference to an identity card she held said that she was a secretary at an East German embassy but does not reveal the location of the embassy. The files also note that she was fluent in German. Police reports claim that she was "in and out of Argentina between 1959 and 1960" but do not reveal the countries to which countries she travelled. They say she had been held with her parents in a Nazi concentration camp, had been a German citizen and only later in life adopted Israeli nationality.

Mengele had fled to Paraguay in 1964 after the German embassy in Buenos Aires had issued an extradition order against him and was allegedly found dead in Brazil in 1979.

Nora Aldo was found dead at the bottom of an ice-covered ravine, two days after arriving in the ski resort of Bariloche on March 12, 1960.

PEOPLE

Keating takes on tabloids

Paul Keating, the Australian prime minister, hit back at British media charges that he breached royal protocol during The Queen's recent visit. "An editor of a British tabloid newspaper is a particularly low form of human life. No doubt we will see other similar distorted headlines from them," Mr Keating said in a television interview.

A television advertisement for the British Paralympic Association, put together in 2½ days by Anneke Rice's *Challenge Anneke* programme, was one of several British Sports Association for the Disabled media awards presented by Frank Bruno, the boxer, and Will Carling, the England rugby union captain, at a lunch in London.

The first woman has been appointed to the French constitutional council, which determines whether laws are compatible with the constitution. Noëlle Lenoir, aged 44, a senior justice official and expert on medical and scientific ethics, was appointed for a nine-year term.

The Pope returned to Rome yesterday, ending his eighth visit to Africa, which was devoted mainly to relations between the Roman Catholic church and Muslim communities and took him to Senegal, Gambia and Guinea.

Lord Caldhurst, the Foreign Office minister in charge of foreign policy on Asia, arrived in Seoul for a two-day visit. He will meet Lee Sang Ock, the South Korean foreign minister, today to discuss ways of strengthening ties and preparations for a visit by the Prince of Wales to Seoul in early November.

Former *EastEnders* Anita Dobson is going up west to make her debut with the National Theatre, she disclosed. She is to star in a play by Molière and she says she feels it is her coming of age as an actress. "It feels like the final stamp of approval from the establishment."

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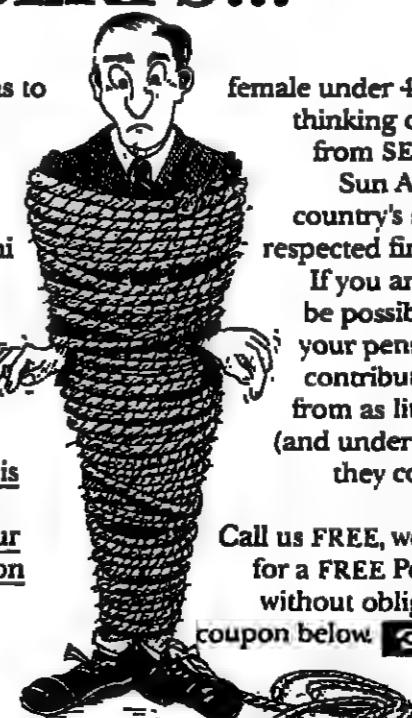
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Advocate on trial

David Pannick on the new Lord Chief Justice

There have been some unhappy departures from the office of Chief Justice since the post was created by William the Conqueror. In 1350, Sir William Thorpe was convicted of accepting bribes. Sir John de Cavendish was murdered by a mob during Wat Tyler's rebellion in 1382. A few years after leaving office, Judge Jeffreys died in the Tower of London in 1689. Lord Trevethin was briefly displaced to make room for Sir Gordon Hewett in 1922; Hewett's biographer records that Trevethin "read of his own resignation in *The Times*". The announcement that Lord Justice Taylor will succeed Lord Lane, who takes "early retirement" in April at the age of 73, is prosaic by comparison.

The office of Lord Chief Justice is central to the English legal system. He presides over important criminal appeals, defining the basic principles of the criminal law and shaping sentencing policy. He is in charge of the Queen's Bench Division of the High Court, the functions of which include judicial review of administrative action. His other responsibilities include some supervision of Crown Courts and Magistrates' Court, and liaison with the Home Office and the Lord Chancellor's Department on a range of matters including parole and the appointment of the judiciary. The job description involves so great an influence in matters of public policy that Chief Justice Pemberton confessed at the end of the 18th century that "in making law he had outdone King, Lords and Commons".

For the new Lord Chief Justice, the most important task is to regain public confidence in the integrity of the criminal justice system, a large measure of which has been furnished as a result of an unprecedented series of high-profile cases in which defendants have spent years in custody after wrongful convictions. To win back this confidence will require an explanation of the many virtues of our legal system, and reassurance that the judiciary recognises defeat and is working to remedy them. That Sir Peter Taylor has already held a press conference to explain his philosophy and intentions manifests his concern to communicate with the public.

As Lord Chief Justice, he will need to provide leadership for the judiciary on the difficult questions of sentencing which will be created by the implementation of the Criminal Justice Act 1991. A greater willingness to seek help from academic lawyers and to work in partnership with the Home Office to produce rational, humane guidelines through a sentencing council should be a priority. Sir Peter will also appreciate the need for a good working relationship between the judiciary and the Lord Chancellor's Department.

He will need to tackle the increasing delays in legal proceedings. In judicial review proceedings, there is now a waiting time of more than 18 months before most cases are heard. A more imaginative approach to the problem is required than blaming the Lord Chancellor for not providing funds to appoint more judges. The use of deputy judges to clear the backlog should be a priority. Sir Peter should revive the tradition that the Lord Chief Justice sits in the Divisional Court whenever possible to hear important applications for judicial review.

The post of Lord Chief Justice imposes heavy judicial and administrative burdens. By the time of his retirement in 1980, Lord Widgery had, for some months, been medically unfit to discharge his duties. So backbreaking are the job's demands, that there is a strong case for encouraging the Chief Justice to hand over to a younger judge after five or seven years. Lord Lane's mistake was, because of his devotion to duty, to remain in office for five years too long.

In 1858, Lord Campbell wrote in his *Lives of the Chief Justices* that the incumbent should be "an enlightened jurist, experienced in the ways of the world, well qualified to address a legislative assembly, a scholar and a gentleman". The legal system is in desperate need of leadership of the quality provided in the 18th century by Chief Justice Mansfield. The next five years will see major changes in the way justice is dispensed in English courts. All those involved with the law — judges, lawyers, jurors, even journalists — should be ready to justify or improve their performance. David Pannick is a practising barrister and a fellow of All Souls College, Oxford.

Richard Cork on how the Royal College of Art under Anthony Jones can stay ahead of its rivals

Francis Bacon, Britain's most distinguished contemporary painter, never went to art school. Grateful for his lack of conventional training, he once declared that "There are always old bores around art schools, who are generally failures themselves, and the only way they can earn their living is by teaching other people to failures too".

Despite Bacon's caustic verdict, most young artists now attend art colleges and thrive on the experience. The literary British may be notorious for their suspicion of the visual arts, but the Victorians agreed with John Constable that "a self-taught artist is one taught by a very ignorant person".

Accordingly, they established a vigorous national network of schools for artists which remains the envy of Europe, despite the cuts and mergers of recent years. But these deprivations have taken their toll.

Until now, the college has been fortunate to receive its funding direct from the Department of Education and Science.

From next year, however, the

RCA will be placed in the same

financial pool as all the other art

schools. The old

privileged status

will be at an end.

The college will be

forced to fight

much harder for its

share of the available

cash. And now

that many other art

schools are

starting post-

graduate courses,

the RCA is losing

its special role.

So how should

the new rector re-

tain his college

a leading place in

the development of

education for the

1990s?

lack of groundwork in drawing

from life is equally disquieting.

As a result the RCA finds itself

obliged to resort to

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teaching rather than proper

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The success of the life drawing

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Widespread igno-



LAST OF THE 15

Finland, whose very name was once a synonym for Soviet-imposed neutrality, is expected to announce today that it is applying for membership of the European Community. It thus becomes the third member of the European Free Trade Association to swallow qualms over once cherished neutrality and decide that it has no future as a small, rich, outpost on the fringe of a huge continental single market.

Finland's application will be vigorously championed by Britain, which has made enlargement a priority of the British EC presidency later this year. But together with Austria and Sweden it is likely to be the last newcomer to the Community in its present form. A structure designed for six members cannot take aboard more than 15 without intolerably straining its present confederal structure, much as Brussels may seek to try.

Finland's application was inevitable once Sweden decided to join. The two countries realise that the proposed European Economic Area, combining the 15 members of the EC and Efta, cannot be more than a staging post. Tortuous negotiation made it clear to all Efta members that a halfway house, a device put forward by EC "deepeners" such as Jacques Delors to stave off new applications, was unsatisfactory. It would deprive them of equality in decision-making and give them no return beyond market access for the diminution of sovereignty.

Finland's application has also been spurred by the collapse of the Soviet Union. The end of the cold war has been a disaster for Finland. Reliable, rouble-based trade with the Soviet Union, accounting for over a fifth of Finland's exports, protected its industry from a harsh world economy and gave Finland one of the highest growth-rates of all non-communist economies. Helsinki was the Soviet Union's Hong Kong. It was used by the Russians as their window to the West and deserves much of the credit for the success of the 1975 "Helsinki process" that evolved into the Conference on Security and

Co-operation in Europe. But Finland is now suffering its biggest slump since the war. It has lost its markets and influence in the East and become merely a distant Nordic country. Having renounced the capitalisation terms of its 1948 treaty with the Soviet Union, it is now free to turn south. But joining the Community is a reorientation so dramatic that it may break up its present coalition government. It will not guarantee the security of Finland's long border with Russia, nor hold out promise of quick prosperity.

Finland, like Sweden and Austria, may have to contribute more to the Community budget than it gets out of it. Britain is particularly eager to encourage the entry of these three. They will bring new cash and ease the burden on Britain's contribution. They also have a more open, pragmatic and market-oriented approach to trade — even in traditionally socialist Sweden — than the *dirigiste* ethos of Brussels. Whether these countries will be wise enough to sign up to the Social Charter and risk yet further shackling their already high-cost industries remains to be seen.

Britain has made it clear to the three applicants that they will have to hurry to get in before the Community decides that it must change the way it is governed before it can receive further applicants. By then, a different EC may anyway have emerged, divided roughly north/south and possibly further entreated by economic stagnation. Either way, Finland's admission will mean blunt talking to tell Turkey, Malta and Cyprus why they must wait many years before their applications can be considered.

Finland will none the less be welcome. Long written off as a capitalist satellite of the Soviet Union, it is eager to rejoin the Western Europe of which it has always been culturally a part. The Finns have pulled themselves out of hard times past. As they pull themselves out of those present, they will set all their neighbours an example.

CARING FOR FARMLAND

The British countryside is in the process of changing more drastically than at any time since the interwar depression. The government's response, a policy review called "Action for the countryside", is to be launched today by Michael Heseltine, the environment secretary, and John Gummer, the agriculture minister. The "action" will take the form of a series of mostly technical measures and a modest £20 million of mostly new money to pay for them.

What it underlines is that nobody, government, farming industry, conservation groups or public can possibly leave what is happening to rural Britain to some theoretical resolution by lobbyists and market forces. No subject is so infested with cliché as ecology, of cliché in combat with realpolitik. Today will produce everything from yet more assurances that the nettle of agricultural policy reform will be grasped to "a programme to enhance the abundance and distribution of scarce and vulnerable species".

Self-sufficiency was the watchword of a nation which had felt hunger at home in wartime twice this century. As this memory declined in the 1960s and 70s, public apprehension was switched to the prospect of a world food shortage, of hunger elsewhere. Either way, the emphasis was on maximising output from farming. Thus farmers had to be rewarded for their productivity and subsidised to increase it.

In the 1990s, land-use policy has left these simplicities far behind, probably for ever. The stark division between the urban and rural economy, and hence between urban and rural culture, has faded. The Common Agricultural Policy now subsidises in different ways over-production, under-production and non-production at what most people regard as obscene cost. Its contradictions dictate both what the countryside is used for and ultimately what it looks like. Its fate lies at the heart of any countryside policy.

Farmland must be seen as themselves a national resource, part of a commodity called "countryside". Today's "policy" review is concerned with the care of that commodity with a view to its productive use for recreation and other "external" benefits. Those bred in the old school may feel such a transition from the serious to the frivolous unacceptable. Yet many are finding more profit in bed-and-breakfast than in pigs and cows. Conservation and preservation, car parks and footpaths, the encouragement of wildlife, hunting and tourism are all part of the new direction.

Yet having recently told planning authorities that unused farmland was no longer sacrosanct against development, Mr Heseltine now faces a credibility gap explaining his commitment to its "care" in today's policy review. It speaks of attempting to "combine the production of food with care for the countryside". That, rather than commercial development or ever greater (and ever more subsidised) production of food, must be the guiding principle in the management of the rural economy. Where there is still subsidy, it must be spent so that the profit incentive produces a proper balance between farming and all other truly rural land uses. The first step towards producing a rural economy that is rational and manageable is the levelling of the subsidy-mountain of the CAP and the end of the distortions in land use it causes.

A TOAST TO THE SDP

Ave atque tandem vale. Last night the Social Democrats said goodbye with a final party political broadcast. The party's erstwhile leader, David Owen, had already gone, leaving only Rosie Barnes and John Cartwright flitting softly into the ether. A close encounter has returned to its spaceship. The electoral crop circle has grown over. All that remains is a curious skewing of the Liberal party's nameplate.

Last night was a final punctuation on the 1980s. The search for a new consensual politics, cerebral, genteel and free of pain has long been a leitmotif of centrist politics. The line of descent is direct from Whig dining clubs, Peelies, Lloyd George Liberals and Simonites, from parties as the product of personality clashes at Westminster, not seismic shifts in ideology or interest in the country. The Social Democrats embodied de Tocqueville's conclusion that the defining institution of British politics is the club.

The Social Democrats emerged because a number of middle-class Labour supporters could no longer stand the party as led by Michael Foot and the pre-reformation Neil Kinnock, but felt the Liberals slightly beneath them. Whereas in the 1960s and now in the 1990s they would have "fought and fought and fought again" to save the party from drifting to the left, somehow they were above and beyond all that. They doubted their Volvos and set forth from their second homes as missionaries to the Home Counties, the New Towns and the gentrifying suburbs. They scorned the jibe of "tupperware politics" and intoxicated themselves with 40 per cent ratings in the opinion polls and the fair-weather friendship of the London media. Like the yuppies and dinkies,

they were a defining group of their decade. The SDP has already given its obituarists enough cause for gloating. A party founded in a rush of blood to the head was never securely based. It did not matter how many big names came to the banner, politics is about interest and the ability to organise and deliver interest at the polls. The anti-Tory party in Britain must in its roots be the party of organised labour. If only because organised labour has money and organisation and an agenda. The SDP never came near to rivalling that innate commitment. Its colonels and NCOs fought only two electoral engagements in 1983 and 1987, and then returned to their homes. For most of them it was magnificent and the posters still adorn their loos — *mais ce n'est pas la guerre*.

The first beneficiary of the SDP adventure was probably Margaret Thatcher, controversial though this is to the pundits. The SDP boosted the Liberal vote and thus split the anti-Tory vote, certainly in 1983 and arguably in 1987. The second beneficiary has been Mr Kinnock. The SDP defection cleared away the faint hearts and intellectuals, so that the inevitable confrontation of the post-Wilsonian Labour party could take place: that of soft left against hard left. Without it, Labour's electability would never have been restored.

Should Mr Kinnock win power this spring, he should thus raise the same glass to his one-time colleagues that Mrs Thatcher is reputed to have raised to Dr Owen as he briefly laid waste Labour's morale. What does it matter that the great dream ended in dust? To have been instrumental in electing no one prime minister but two would have been no mean achievement.

Independent steps towards restoring confidence in Lloyd's

From Mr Ian Hay Davison

Sir, The current criticism of Lloyd's is damaging but it contains elements of truth. If the valid criticisms are to be dealt with it seems to me, as deputy chairman and chief executive between 1983 and 1986, that the following are essential:

1. A fuller and clearer recognition by the Council of Lloyd's that it exists to serve the interests of its customers — the policy-holders — and its investors — the Names. Those who work in the market are agents of the Names and their primary duty is to them: their own interests are at all times secondary.
2. Restoration of confidence in Lloyd's on the part of the Names, now so sadly damaged, by a clear separation of the regulatory and commercial functions of the Society along the lines proposed in the report last month by Mr David Rowland, chairman of the Lloyd's task force, so that those who regulate the market are clearly seen as having no interest in the profitability of its operations. Parliamentary assistance will be needed here.
3. Resolution of the open-year loss problems so that Lloyd's does not disappear in a welter of lawsuits from which only the legal profession will gain. An effective arbitration process might provide a way out.
4. More active pursuit by market professionals of the conditions for commercial success in a competitive world insurance market based upon Lloyd's unique skills in underwriting complex risks. This includes better underwriting, prompter claims processing, and increasing levels of education and training for market professionals.

Such steps, with others, will reduce the fundamental problem — Lloyd's declining share of world insurance markets. It would be quite wrong to say that I am advocating the liquidation of Lloyd's. However, unless steps such as these are taken I fear Lloyd's may not survive the end of the century.

Yours faithfully,
IAN HAY DAVISON,
1 Grosvenor Place, SW1.
February 26.

From Mr Claud Gurney
Sir, Whilst delighted that Sir David Walker has been appointed to head a team which will look into allegations of past and present market-rigging at Lloyd's (report, Business, February 22) I cannot but hope that past errors will not be repeated. I should like to be sure:

1. That Sir David's remit will allow

Queens on coins
From Mrs Marjorie Munro
Sir, In your third leader, "Point of decimal" (February 15), it was stated that the Queen's image looked miraculously as it did 40 years ago. I have a collection of silver three-penny-bits; it is by no means complete, but I have been able to deduce that Queen Victoria's image — crownless, with her hair tied high at the back of her head — remained the same for at least 48 years.

The next image shows her wearing a crown and "widow's weeds" — I only have two of these, dated 1889 and 1891.

A later issue, ending at the time of her death in 1901, shows her looking older and stouter, still in the "weeds", but without an apparent crown.

Yours faithfully,
MARJORIE MUNRO,
Endways, 23 Kingsmuir Drive,
Peebles, Tweeddale.
February 19.

Bombs away!

From Dr Michael L. Stevens

Sir, James Alty (letter, February 20) has it right and wrong simultaneously: right that at Greenwich Park does indeed have one of London's finest architectural views, wrong in that this view is essentially unidirectional.

Wren's buildings serve to focus the eye most gloriously on the earlier work of Inigo Jones, with the observatory placed delightfully above and to one side. But this was clearly designed to be seen from the north, and the magic works only from there.

Perhaps we should not castigate the architects of Canary Wharf for spoiling this view, but congratulate them for creating so splendid a viewing platform.

Yours faithfully,
MICHAEL STEVENS,
335 Lyham Road, SW2.
February 20.

York reconstruction

From the Director of the York Archaeological Trust

Sir, The concern of the Society for the Protection of Ancient Buildings about the Barley Hall project in York (letter, February 22) is surely misplaced. The society's chairman seems to assume that additions to important buildings, however poor, are somehow sacrosanct.

In-situ restoration as found does not cover all situations and it did not cover Barley Hall, where extremely important medieval structures were in an advanced state of decay, sealed behind the most ordinary of 19th and 20th-century additions. To have left them would have guaranteed the loss of the history of the building.

The complex of buildings was submitted to one of the most meticulous

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Upholding EC law on environment

From the European Commissioner for the Environment

Sir, Your leading article of February 5 ("Off the target") has only now been drawn to my attention. In it you attribute to me "a gargantuan reputation in Britain for double standards" in carrying out my duties in implementing Community law. That accusation is not only damaging and unjustified but is even contradicted elsewhere in your article.

You rightly state that other member states are taken to court on environmental matters more often than the United Kingdom. The figures for 1990, which are the latest available, show that, in that year, 44 procedures for non-compliance with Community law were begun against the UK compared with 114 for Spain, 10 for Germany and 110 for Italy, the three other member states to which your article refers.

Your implication that my native Italy receives in some way favourable treatment is especially ironical in the light not only of these figures but also of the extensive coverage last month in the Italian press of the Commission's decision to accelerate proceedings against Italy for non-compliance with Community legislation on drinking-water quality.

The Commission's decisions to take proceedings against member states for non-compliance with environmental law are decisions taken by the whole Commission and not by one Commissioner, although on my proposal. They are taken without any form of discrimination between member states and are subject in this and every other aspect to the control of the Court of Justice.

I can only regret that your article was written without due consideration of the true situation.

Yours sincerely,
CARLO RIPA di MEANA,
Commission of the European Communities,
200 rue de la Loi,
Brussels 1049.
February 26.

Business letters, page 21

Aims for the NHS

From Sir Patrick Nutbrown

Sir, Whatever their own views on the reform of the NHS, many in the service and the Department of Health must feel dismay at the imminent possibility of yet another reorganisation (report and leading article, February 21). Whatever their personal political viewpoint, most people outside the service who use and care for it must deplore the lack of a bipartisan approach to the NHS in Westminster.

Instead of having to exercise a political choice between two different NHS systems they would, I suggest, prefer a political concordat based on sustaining and developing further what may be agreed to be the essential features of an efficient NHS. Put simply:

1. Patients to receive the best treatment available for their clinical needs, without concern for budgetary limits, but with proper regard for economy.
2. Hospitals to have the maximum independence in financial management, retaining the principle of the split between purchasers and providers, within the framework of health

authority plans for regions and districts.

3. Health authorities to foster the active participation of doctors and nurses in managerial planning and decisions; to co-operate fully with local authorities and social services departments, and with general practitioners and family health service authorities, in community care, primary care, environmental health and preventive health measures; and to publicise effectively their policies and plans.

4. The general public to have confidence in the exercise of rights and the application of standards set out in the patient's charter.

Only the government in power can decide the level of public expenditure to be allocated each year to the NHS, and there will continue to be significant differences in the application of party policies. It would be reassuring, however, if all the political parties could make as clear as possible what essential features of efficient management will be maintained for the good health of the NHS.

Yours faithfully,
PATRICK NAIRNE,
Yew Tree, Chilson,
Chipping Norton, Oxfordshire.

Yours faithfully, nothing more than a rebuke.

I declare my interest. I am a solicitor and over the last two years have represented over 20 professional men in professional trouble. Even behind closed doors I have noticed a tendency to break butterflies on a wheel.

One of their principal complaints is that there is no right of appearance or representation at the first tier of disciplinary tribunal.

Dr Gray is worried about public confidence. I am concerned about the confidence of my profession in its own procedures.

Yours sincerely,

ARNOLD ROSEN,
Arnold Rosen & Co (solicitors),
199 Piccadilly, W1.

including some of the nation's most distinguished vernacular building specialists. Furthermore all the key elements of the original building too badly decayed to be reused were carefully sown out and preserved for study by scholars.

The trust intends to maintain an archive of all this and to publish an account of the buildings and their history which should satisfy the most fastidious of students. The history of the building is now understood for the first time, widely available, and secure. So is the building.

A final point: the Barley Hall project has not been financed out of public funds, except for that rare thing, an EC grant.

Yours faithfully,
P. V. ADDYMAN, Director,
York Archaeological Trust,
1 Pavement, York.

Where's the mutton?

From Mr Frank Elgar

Sir, The blurb on my pack of shepherd's pie reads: "Traditional recipe. We take selected cuts of lean beef..."

Yours faithfully,
FRANK ELGAR,
Perry Orchard, Wingham,
Canterbury, Kent.
February 26.

Aid for paragons

From Mr Henry Thompson

Sir, I wonder if any of your readers can help me. I am thinking of setting up a 24-hour helpline for people who have absolutely nothing wrong with them. Although only a tiny minority, these people have to cope daily with the knowledge that they alone have no one to ring up and tell their troubles to (with or without having any in the first place).

I feel there is a definite need for short-term, medium-term and long-term counselling to help these unfortunate overcome their sense of deprivation and isolation in the community. Could any of your readers give me the number of the particular 24-hour helpline which gives advice to others on how to set up a 24-hour helpline?

Yours etc,
HENRY THOMPSON,
Fromcysite, Llangollen, Clwyd.
February 17.

Sports letters, page 26



COURT CIRCULAR

BUCKINGHAM PALACE
February 26: The Queen, attended by the Lady Farnham, Sir Kenneth Scott, Mr Charles Anson, and Surgeon Captain Norman Blacklock RN, arrived at Heathrow Airport, London this morning from Australia.

Her Majesty was received at the airport by Mr Michael Roberts (Managing Director, Heathrow Airport).

The Lady Elton has succeeded the Lady Farnham as Lady in Waiting to the Queen.

BUCKINGHAM PALACE
February 26: The Princess Royal this morning visited the International Health Exchange, Africa Centre, 38 Great King Street, London WC2.

Her Royal Highness, Chancellor of the University of London, this afternoon opened the new Wolson Institute of Preventive Medicine at the Medical College of St Bartholomew's Hospital, West Smithfield, London EC1.

The Princess Royal, President, Save the Children Fund, this evening attended the *Observer* biennial reception at the Observer Ltd, Cheltenham Bridge House, London WC2.

Her Royal Highness afterwards attended a dinner given by His Excellency the Ambassador of Chile and Señora Riesco at 92 Eaton Place, London SW1.

Mrs Richard Carew Pole was in attendance.

CLARENCE HOUSE
February 26: Queen Elizabeth The Queen Mother, Honorary Colonel, the London Scottish, was present this morning at a Reception given at Regimental Headquarters and subsequently honoured the Regimental Colonel (Colonel John Clemence) with her presence at luncheon in the Officers' Mess.

The Lady Margaret Colville and Sir Alastair Aird were in attendance.

KENSINGTON PALACE
February 26: Princess Alice, Duchess of Gloucester, Colonel-in-Chief, The Royal Australian Corps of Transport, this afternoon received Colonel G. C. Park, Director of the Australian Army Movements and Transport.

Mannington, to join discussions on healthcare with patients and medical staff.

His Royal Highness, President, the Prince's Trust and the Prince's Youth Business Trust, this afternoon met local community and business groups at the YMCA, Little Horton Lane.

Finally, the Prince of Wales met grant recipients of both Trusts and members of the West Bowling Youth Association at Paradise Street.

Mr Hugh Merrill and Lieutenant Commander Robert Fraser, RN, were in attendance.

The Princess of Wales, Patron, Dystrophic Epidermolysis Bullosa Research Association, today visited the Association's Clinic at the Hospital for Sick Children, Great Ormond Street, London WC1.

Her Royal Highness, Patron, Turning Point, subsequently visited the Charity's Roma Drug Project at 65-67 Talgarth Road, London W14.

Mr Patrick Jephson was in attendance.

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YORK HOUSE
ST JAMES'S PALACE
February 26: The Duke of Kent, Vice Chairman of the British Overseas Trade Board, this morning visited Beaumont Machine Tools Ltd, Coalville, Leicestershire, and was received on arrival by Major E.J.R.M.P. de Lise Vice Lord-Lieutenant of Leicestershire.

This afternoon His Royal Highness visited Cherry Valley Farms, Cawton and J. M. Mawson & Sons Ltd, Bognor, and was received on arrival by Lieutenant Colonel J.J.M. Dymock (Vice Lord-Lieutenant of Lincolnshire).

Captain the Hon. Tom Coke was in attendance.

The Duke of Kent, President of the Scout Association, this evening attended a dinner given by the Chief Scout at the Naval Club, Hill Street, London W1.

Commander Roger Walker was in attendance.

THATCHED HOUSE LODGE
RICHMOND PARK
February 26: Princess Alexandra this afternoon visited, on the occasion of its centenary, St Luke's Hospital for the Clergy, 14 Fitzroy Square, London W1.

The Lady Nicholas Gordon-Lennox was in attendance.

Birthdays

Miss Marian Anderson, conductor, pioneer, 58; Rabbi Julius Neuberger, 42; Mr Alberto Remedios, opera and concert singer, 57; Sir Alan Alderman, comedian, 60; Mr Oscar Aszkenasy, golfer, 80; Professor Roger Scruton, philosopher, 48; Mr M.M. Shearer, Lord Lieutenant of Shetland, 68; Miss Artoonette Sibley, prima ballerina, 33; Sir Andrew Sloane, former chief constable, Shropshire, 61; Miss Elizabeth Taylor, actress, 60; Air Marshal Sir Sandy Wilson, 51; Lord Young of Graffham, 60.

The Hon. Mrs Richard Milner gave birth to a daughter in Jersey on February 3.

BIRTHS

RAYNE - On Thursday February 26th, at The Royal Maternity Hospital, in Jane (née Barnard) and Mark, a sister for Katherine and Thomas.

CASS - On February 26th, 1992, to Carol (née Boag) and Richard, a son, Alastair. Richard is the brother to Emily and Lucy.

COOPER - On February 21st, at St George's Hospital, to Sophie and Michael, a son, Jonathan, a daughter, Alice Victoria Agape.

CROCKER - On February 23rd, to Gordon and Linda, a son, and a daughter, Clarence Hotty, a sister for Charles.

DAVIS - On February 18th, at Southend Hospital, to Jim (née Woodward) and Jon, a son, Michael James.

FITZPATRICK - On February 22nd, 1992, in Paddington, to Rebecca (née Fraser) and David, a son, a daughter, Atlanta Rose.

FRANKE - On February 25th, 1992, to Sarah (née Bagnall) and John, a son, William Fergus William, a brother for Archie and Henry.

GRANT - On February 28th at The Lindo Wing, St Mary's Hospital, to Natalie (née Andrew) and Michael, a son, Timothy.

GRIFFIN - On February 20th, to Whipple and Cottin, a daughter, Kristen Emily, a sister for Jessica, Helen and Maria.

HALL - On February 23rd, to Timothy and Linda, a son, Timothy, a son, William Norman, a brother for Stephane.

HOLSTON - On February 23rd, to Jane (née Morley) and Greg, a son, Sam, a brother for Harry and Jack.

LLYD - On February 22nd, to Sally-Ann Hemmings and Simon, a daughter, Hannah Ann.

MARX - On February 14th to Caroline and Geoffrey, a daughter, Elizabeth, a sister, Sarah a sister for Sophie, Vicki Elizabeth.

MOSS - On February 24th, to Sue (née Williams) and Yvonne, a daughter, Edward, a sister for Alice and Victoria.

MUNTZER - On February 26th, to Michael and Sue, a daughter, Katherine Anne.

PITMAN - On February 15th 1992, to Ruth (née White) and Hugh, a son, Alexander James.

ADAMSON - On February 21st, to David, a son, and Dorothy, a daughter, a sister for Frederick.

RIZK - On January 21st, to Michael and Linda, a daughter, Natacha Chiedi.

THOMAS - On February 24th, 1992, at Pembury Hospital, to Michael and Linda, a daughter, Robert, David George.

TINDALL - On February 24th, to Michael and Linda, a daughter, a sister for Frederick.

BRAMSON - On February 25th, peacefully at his home, David, of Cobham, Surrey.

COOK - On February 24th, peacefully at his home in Falmouth, Alfred Gordon, 87, of Falmouth, died.

COOPER - On February 24th, 1992, at his home in Chelmsford, Essex, a widower, George Pollock, a son, Donald.

DEAN - On February 24th, to Michael and Linda, a daughter, Sophie, a sister for Vicki Elizabeth.

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OBITUARIES

ELDON CESSNA

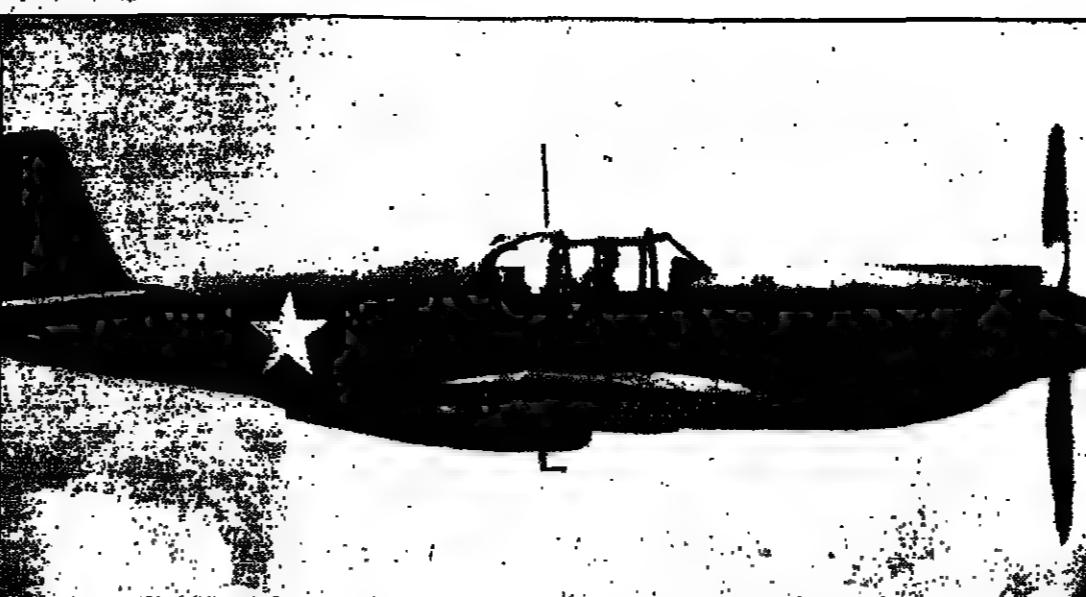
Eldon Cessna, who died on February 22 in Inglewood, California, aged 84, was an American aircraft designer whose career began with light aircraft in the early 1930s, extended to second world war and Korean war fighters, and culminated in supersonic research vehicles and work on the space shuttle.

ALTHOUGH his name is inevitably linked with the Cessna Aircraft Company, Eldon Cessna's association with the firm was relatively brief and the bulk of his work was in an aviation sphere far removed from the light, high-wing aeroplanes which are inexorably associated with the Cessna name. For the greater part of his career he was involved in the design of high performance military aircraft, ranging from the Mustangs of the second world war, through the Sabre jets of the Korean conflict to the North American Rockwell B-70 supersonic bomber project of the mid-1960s.

The Cessna company had been started by his father, Clyde Cessna, in 1927, but soon fell foul of the great depression and came close to bankruptcy. In desperation Clyde Cessna turned to his son in 1930 in the hope that his design of a simple glider, the CG-2, might save the company. The younger Cessna did better than that; he produced the Cessna AT-1 Master, the first of a family of high-wing single-engine aircraft which did much to spread the popularity of private flying in America and throughout the world.

The Air Masters saved the Cessna company. Derivatives of the original design are still in widespread use, especially for pilot training, though Cessna ceased light aircraft production in 1983 because of product liability lawsuits in the United States and now concentrates mainly on building executive jets.

Eldon Cessna entered his links with the family firm in 1934 after disagreements with his younger cousin, Duane Wallace, who had taken control. He moved from Kansas to California, where he joined the



Eldon Cessna and the North American P-51 Mustang, perhaps the war's most successful fighter design on either side

Douglas Aircraft Co as a design engineer and then switched to North American Aviation, later to become Rockwell International, in 1938.

At North American he played a leading part in the design and engineering of two classic aircraft of the second world war: the Harvard trainer and the Mustang fighter. The AT-6 Harvard advanced trainer became standard equipment throughout the United States air forces and with the RAF throughout the war while the P-51 Mustang, once it had exchanged its original Allison engine for a Rolls-Royce Merlin, became one of the truly great fighters of the war. The increased combat radius given by the Rolls-Royce engine enabled the Mustang to escort bombers to Berlin and beyond, thus subjecting the air defences of the Third Reich, which had actually defeated the American Flying Fortresses in 1943, to unrelenting pressure. Many examples of both aircraft are still maintained in flying condition by enthusiasts in the United States

and the deep rasping note given out by the Harvard's engine and propeller tips, heard at close quarters, never fails to give the aircraft's devotees a thrill.

The jet era set the US Air Force and North American new problems as a fresh threat developed from the Soviet Union. Sent to work in 1946 the brilliant Russian design team Artem Mikoyan and Mikhail Gurevich had produced in little more than a year the swept-wing MiG-15 fighter which, with a maximum speed of 670 mph at sea level, threatened total air superiority over anything the Western air forces could throw against it. North American and Eldon Cessna rose to the challenge to produce by the middle of 1948 the F-86 Sabre, America's first swept-wing fighter.

The rival jets were soon to clash in the skies above Korea when it fell to the Sabre to bear the brunt of aerial combat against the formidable Russian fighter. In combat the Sabre came off with honour even, it being the opinion of American pilots that the Sabre was outclassed at high

altitude but that it outperformed the MiG under 20,000 ft. The Sabre proved to be one of those excellent designs capable of great improvement and it repeatedly broke the world air speed record; an F-86D eventually pushed it up to 715.69 mph on July 16, 1953, in the era just before a new generation of jets broke through the sound barrier.

Cessna was later involved with development of the Bell X-15 rocket-powered experimental aircraft which was flown to speed and altitude records by the test pilots Chuck Yeager and Scott Crossfield. In the 1960s he worked on the North American XB-70 Valkyrie, a supersonic bomber project designed to find a successor to the aging Boeing B-57 as the spearhead of American strategic air power. In the event the high-level Valkyrie gave way to another Rockwell concept, the swing-wing, low-level intruder, the B-1, but not before some very remarkable results had been achieved. First flown in 1964 the Valkyrie achieved Mach 3 the following year and in 1966 flew at that speed for an

unprecedented 32 minutes. Eventually the Valkyrie's flight programme was turned over to NASA to assist with high speed flight research. Subsequently Eldon Cessna worked on designs for the first Apollo moon landing modules, and did early work on NASA's space shuttle before his retirement in 1969.

Cessna was a skilled pilot in his own right, taking part in many round-the-pylons air races, and despite his work with exotic machines he never forgot his roots in the most basic form of flying. He was only four in 1911 when he first saw his father fly a replica of the French Blériot monoplane and not much older when he watched his father wreck it. In later years he became intimately involved with the Experimental Aircraft Association, whose members produce home-built craft in the Blériot tradition, and was an unfailing visitor to the association's annual fly-in at Oshkosh, Wisconsin.

Cessna is survived by his wife, Helen, whom he married in 1931, and two daughters.

SIR DEREK MARCH

Sir Derek Maxwell March, KBE, a former British High Commissioner to Uganda, died on February 15 aged 61. He was born on December 9, 1930.

FEW diplomats can match the achievement of Derek March. A builder's son from Plymouth, he joined the Foreign Office as a junior straight from school and rose to become a high commissioner and a knight. Trade and commerce provided the ladder up which he climbed. He had the foresight as a young man in the 1950s to perceive that this unfashionable specialisation was destined to grow in importance over the next quarter of a century.

He was also blessed with a measure of good fortune. For example, he found himself as first secretary (commercial) in Peking (1971-74) soon after the end of the cultural revolution. The western rapprochement with China had begun and British firms were starting to extend hopeful feelers in an attempt to win a share of China's growing trade with the outside world. March was clearly in the right place at the right time.

After three years in London on secondment to the Department of Trade and Industry, he was posted back to the Far East as senior British trade commissioner in Hong Kong.

In effect the most senior British (as opposed to Hong Kong government) official in the colony. Again, March found himself at the centre of affairs as companies from this country scrambled in competition with those from Western Europe, the United States and Japan for lucrative engineering orders as the burgeoning Hong Kong economy invested in large projects, including its underground railway and new tunnel from the Island to Kowloon.

After five years in Hong Kong, which he later described as the most exciting of his career, he returned to the DTI for a second tour, by now an acknowledged White

hall authority on international trade negotiations. He then left for Kampala in 1986, shortly after President Museveni had won power and had started to restore a kind of peace throughout most of the country. March was knighted in 1988 and after three years as High Commissioner retired in the following year.

Derek March was educated at Devonport High School and joined the diplomatic service at the age of 18. He left almost immediately for two years national service in the RAF. He then returned to the Foreign Office and in the early 1950s sacrificed his original ambition of going to university by reading for a history degree as a part-time student at Birkbeck College, London. He later won his pension from the executive grade of



the diplomatic service to the administrative grade and began his steady ascent towards the top. His early postings were at Bonn, Hanover as vice-consul, Salisbury in Southern Rhodesia as assistant trade commissioner, Dakar as consul and Rawalpindi as first secretary (political) — his last foreign posting before Peking.

In private life March was an enthusiastic cricketer, military historian and Francophile. He was never more at peace with the world than when staying in his family holiday home in Languedoc. He leaves his widow, Sally, two daughters and a son.

APPRECIATION

Bernard Krikler

AS ONE of his oldest friends, I would like to add short appreciation to your obituary of Bernard Krikler (February 21) whom I first met at the University of Cape Town when he was demobilised after the war. He was not a model student, being more concerned with people than with academic commentary, but, while active in the student politics of the time, he had no patience with ideology and with the panacea being

offered to solve the country's problems. In earlier times he might have become the enlightened colonial officer, helping an African country towards independence, and it was a sadness to him that he could find no wider outlet for his undoubted qualities of leadership, well recognised by his many friends. These were drawn from a wide variety of professions and interests and to them he was a convivial, generous host, intelligent and perceptive, whose death leaves a deep gap.

Prof Sir Aaron King, FRS

FEB 27 ON THIS DAY 1914

Illustration: A baseball player swinging a bat.

The description of a baseball match would hardly have attained top-of-the-column treatment had it not been given royal attention. As it was, a full column was devoted to a preview the day before, including the names of the bases passing close to the ground, a diagram of the field and a companion with cricket.

"The smartest cricket team that ever fielded at Lord's would look almost bunglers compared to a good baseball nine."

THE KING AT THE BASEBALL

Chicago's Victory Over New York

The King was present at the Chelsea football ground, Stamford Bridge, yesterday afternoon to witness the baseball match between the two American teams, the New York Giants and the Chicago White Sox. His Majesty was received by the American Ambassador, who sat with him and explained the points of the game.

The King asked many questions. His Majesty remained until the end of the match, which resulted in a win for Chicago by five runs to four.

The game was watched by about 25,000 spectators, and, considering the stickiness of the ground, the play was of a very high order. At the end of the nine innings the score stood 2-2. The 10th innings was extremely dramatic and produced two runs to each side, making the score 4-4. New York failed to score in the 11th, and Daly, the first man to go to the bat for Chicago, hit a magnificent home run and won the match.

Perhaps the greatest incident of the match was in Chicago's 10th innings. The score was 4-2 in favour of New York, and Chicago had two men out, with one (Weaver) on second base, when Crawford came to bat.

GUY DEGHY



Guy Stephen Deghy, actor and writer, died in London on February 25 aged 79. He was born in Budapest on October 11, 1912.

THE film and TV character actors who have been the mainstay of their precarious industry up and down the years are often themselves rich in character, if not in wealth. Guy Deghy was a notable example of this ilk.

He is one of those faces that is instantly recognisable on Channel 4 re-runs of films or old TV series. In his heyday 21 stone and 52 inches in girth, he frequently played villains or middle-European baby-faced innocents abroad, earnestly, usually, in something internationally sinister.

Guy Deghy was born of improbably noble stock in Hungary: his grandmother, raised in a Transylvanian castle, would speak only court French, reserving Hungarian for her conversations with the cook; his parents, after the 1919 communist revolution, were taxed with the problem of whether their House Commissar should be treated as a guest or a jobbing salesman — they resolved it by allowing him to take his meals off the Steinway grand.

The family fortunes were large, if erratically handled — there had been an uncle who exported oil to Texas — but they were dissipated by the political situation, helped along by the extravagances of Deghy senior. Meanwhile his son was exceptionally absorbing culture in five languages — English not included — in the gymnasium of Budapest, the academies of Switzerland, the cafes of Vienna and Berlin, and above all the theatre where he quickly became stage-smitten. It was clear that the young Deghy would have to support himself. Putting the lecture halls of Zurich University behind him he

enrolled at the Royal Hungarian Academy of Dramatic Art, worked as a dogsbody in Molnar's Comedy Theatre (where he later directed for a season) and after a compulsory spell in the army set himself up as a

duty, was mandatorily sentenced to death, and did not return to Budapest for over 40 years. Meanwhile, having by now added English to his repertoire of languages, he won his first London stage part — under study to Anton Walbrook in *Watch On The Rhine* at £8 a week.

The war intervening, he was drafted to the BBC Monitoring Service at Caversham. Post-war, this gave him an entree to the BBC and after a spell with the Hungarian section at Bush House he became a radio drama producer in Leeds where, developing a talent for talent-spotting, he produced the earliest work of, among others, Allan Prior and Keith Waterhouse, and engaged the young Billie Whitelaw.

One evening in the celebrated Whitelock's Tavern Deghy was apprehended for drinking 15 minutes after hours and was fined £1 by magistrates. In the Reithian atmosphere of the day, this was enough to put paid to any higher BBC career prospects he may have entertained, and so he headed back for London where, between stints as a director at the old Torch and Q theatres, he settled in a pleasant flat in Fulham where they raised a family.

The gap between acting were devoted to writing. Deghy's friendship with Keith Waterhouse, dating back to their Leeds days, led to their collaborating on a literary history of the Cafe Royal — a great success. Further books followed: under the pseudonym Heraclitus they wrote a string of humorous books, commencing with *How To Avoid Matri-mony*. As Lee Gibbs, they wrote a couple of satirical sociological treatises, *The Joneses: How To Keep Up With Them*, and its sequel, *The Higher Jones*. On his own account, Deghy wrote lively histories of Romano's and the National Sporting Club.

Guy Deghy was a man of many parts, but the parts grew fewer as he became older and more infirm, and the late evening of his life was spent listening to opera, working at his memoirs, and reminiscing with his friends.

He is survived by his wife Mari and their son and daughter, and by two sons from a previous marriage.

CLASSIFIED ADVERTISING

HIS HONOUR JUDGE STANNARD



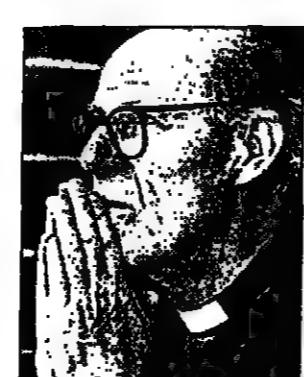
John Anthony Stannard, Circuit Judge, died on the February 12 aged 60. He was born in London on September 30, 1931.

WITHIN a year of John Stannard's elevation to the circuit bench in 1983 he was nominated to conduct Official Referee's business on the Northern Circuit. He created a set of standard directions in Official Referee's actions which became a model of their kind.

Under his supervision practitioners were attracted to his court rather than suffer the inconvenience of taking their cases to London. A disciplinarian in the enforcement of proper procedures and a master of the orders and rules of the supreme court practice, he brought satisfaction to lay clients by reason of the speed and fairness with which his work was conducted.

Stannard was to his fellow judges on Merseyside a quiet, agreeable and ever helpful companion. He is survived by his wife and two daughters.

MONSIGNOR FRANCIS BARTLETT



Monsignor Francis Bartlett, former administrator of Westminster Cathedral, died on February 12 aged 79. He was born on May 5, 1912.

FRANCIS Bartlett endeared himself to a huge circle of people of wide variety who enjoyed his wit and learning. He combined a great love of the world and its people with an utter devotion to his faith. He was also a great Londoner and, although he enjoyed his travels abroad, he never felt really at home anywhere else. The life of this metropolis was his constant joy.

Born in Kensington the son of 12 children, he spent most of his childhood — as he was subsequently to spend most of his priestly life — in Westminster Cathedral and its precincts. Cardinal Bourne was his godfather and his own father was the director of The Art and Book Company, which stood where the new piazza now holds sway. It marked the death-knell of a number of buildings.

His mother belonged to an old Roman Catholic family and joined the chambers of Andrew Rankin in what had become his home town of Liverpool. He was introduced to a substantial practice of commercial and building work which was ideally suited to his love of the law and the detailed consideration of complicated facts.

Stannard was to his fellow judges on Merseyside a quiet, agreeable and ever helpful companion. He is survived by his wife and two daughters.

with a great veneration for its spiritual stature as originally determined by Cardinal Vaughan, who built it as a memorial to Cardinals Wiseman and Manning, his predecessors. But also he had a deep regard for John Francis Bentley, the architect who had devised this great neoclassical structure so that it would in no way seem to compete with the Gothic inspiration of Westminster Abbey or the classical style of St Paul's. And between 1954 and 1964 he mastered the completion of its marble re-

vement, as laid down by Bentley, together with the continuation of mosaics and other aristries which have made the cathedral what it is today.

Ultimately, he became its administrator (1967-77), a canon, and in later days, the provost of its chapter. His worth was recognised by Pope Paul VI, who made him a monsignor and a prelate, and John Paul II, who made him a protonotary apostolic. The great crowds at his requiem showed the wealth of appreciation accorded him.

Apart from the 30 years he spent at Westminster Cathedral, he had more usual pastoral assignments at the Assumption, Warwick Street, and St Anselm and St Cecilia, Kingsway.

He was a voracious reader, an ardent member of the London Library and had an enormous array of books in his own quarters. He accumulated a fine collection of Newmanniana.

He had a love which com-

bined both his faith and civilisation, and bespoke a much-needed optimism for the world of our time. The situation cried aloud for a home run — and it came, the batsman lifting the ball gorgeously over the head of the left field into the middle of the spectators in the further stand, scoring (Weaver being an second base) the two runs necessary to tie the match.

English spectators, to whom

the game was new, must yesterday have received certain definite impressions. First, it is clearly glorified rounders'. Of course, it has been immensely developed, and the fielders no longer have the youthful joy of "corking" the ball as hard as possible at the fleeing batsman. It is superbly organised and specialised in every detail; but the framework of the old English village game still remains. Secondly, in batting, in spite of all the gorgeous smiting that was seen, baseball does not compare with cricket. Next, the cleverness and velocity of the pitching are wonderful. Finally, there is no fielding in cricket which approaches the fielding and throwing which were seen yesterday. The catching (in the cricket sense) was extremely good; but the real marvel of the game was the almost indescribable suddenness and accuracy of the returns. The throwing from all points was approximately perfect. The catching (again in the cricket sense) almost as perfect, and, in the case of both Merklo and Daly, at 1st base, quite beyond praise. Before the game began the King did not arrive until a few minutes before 3 o'clock an exhibition of hitting, fielding, and throwing was given by members of the two teams, which delighted the spectators, one excellent piece of fooling being when the New York men for several minutes played with an imaginary ball. Members of the crowd contributed their share to the entertainment by pleading with the pitcher to kill the basemen. Altogether, it was an excellent game, but to English spectators — it was not cricket. It cannot be said that the crowd showed any evidence of thinking that baseball is ever likely to supersede our national game.

Car clamping weapon goes into poll tax bills battle

BY LOUISE HIDALGO

POLL tax inspectors want to clamp the cars of non-payers as part of their measures to recover an estimated £2 billion in unpaid bills.

At a London meeting yesterday inspectors from 50 metropolitan and district councils agreed that clamping could be a useful weapon.

Conscripts at space centre riot

Continued from page 1
Leninsk, and that the disturbances followed an attempt by his comrades to free him.

According to the independent Interfax news agency, a second attempt widened to rioting when two dozen conscripts stormed the post and set fire to barracks. The three soldiers are said to have died in the fire.

On Monday, according to another report, several hundred conscripts, most of them Kazakhs, had marched on the centre of Leninsk demanding the dismissal of officers for "humiliating junior recruits", better food supplies, better uniforms and more cigarettes. They also claimed that more than 300 of their number had been declared unfit for service by doctors and should be sent home.

The unrest reported from Balkour is not the first instance of a disturbance with racial overtones involving servicemen: late last year Soviet television interviewed Russian and Central Asian conscripts who had taken part in a day-long fight at barracks in southern Russia. But it is the first documented case since the end of the Soviet Union.

A Kazakhstan government commission has flown to Leninsk to investigate the rioting. Tass said that servicemen with health problems had now been home.

after successful experiments in some areas.

In Kirklees, West Yorkshire, 60 cars, including a new Mercedes, have been clamped or seized to persuade into paying those people who can afford to pay the tax but choose not to.

In Leeds a meeting of the council's policy and resources committee voted to introduce clamping for non-payers. The full council votes next week.

Martin Pilgrim, under-secretary for finance at the Association of Metropolitan Authorities, which organised yesterday's meeting, said that in Kirklees "all but six of the clamped owners subsequently paid up."

The target of the clammers would be defaulters thought to be able to afford to pay their demands. Bailiffs would clamp their cars and non-payers would have to pay the poll tax and the cost of having the clamp removed.

Councils are still considering the legal implications. Under present regulations they can, with a magistrate's court order, send in bailiffs to seize an individual's goods. Those can be held as security or sold at auction.

A car would fall into the category of goods, although it is unclear whether, in a case where someone depended on their car for work, it would be exempt. Councils would have to take care that it was not a company car, according to Marc Bright, a barrister specialising in property law. "A taxi, for example, might be a defaulters thought to be able to afford to pay their demands. Bailiffs would clamp their cars and non-payers would have to pay the poll tax and the cost of having the clamp removed.

Councils might also find themselves responsible for paying insurance or tax on the car if they expired while the vehicle was clamped on a public highway, he said.

Councils can check a car's registration against the owner's details through the licensing centre in Swansea only if they can establish a "right to know".

Councils might also find themselves responsible for paying insurance or tax on the car if they expired while the vehicle was clamped on a public highway, he said.

Sir Denis Mahon, owner of Guercino's *The Cumæan Sibyl with a Putto* (1651)

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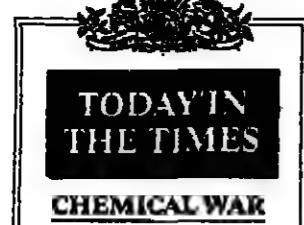
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TODAY IN
THE TIMES

CHEMICAL WAR



ICI remains on alert despite Lord Hanson's disavowal of intent to launch a bid. Today sees ICI's 1991 results, but how much of the recovery is down to Hanson

Page 21

ACCOUNTANCY
Accountancy Times asks whether companies should buy audit and management consultancy from the same firm

Page 25

DOG FIGHT

British Airways is suing Sabena, the Belgian airline, over the collapse of a proposed joint venture involving KLM

Page 19

TUC CUTS JOBS
TUC council members yesterday approved a plan to seek a 20 per cent cut in the organisation's workforce of 250

Page 19

PENSION CALL

Clive Gilmchrist of the National Association of Pension Funds will today express public disappointment over post-Maxwell regulation

Page 19

THE POUND
US dollar 1.7450 (-0.160)
German mark 2.8854 (+0.0067)
Exchange index 90.6 (-0.1)
Bank of England official close (4pm)

STOCK MARKET
FT 30 share 2002.9 (+13.1)
FT-SE 100 2565.0 (+18.2)
New York Dow Jones 3264.09 (+6.26)
Tokyo Nikkei Avg 21364.77 (+33.22)

INTEREST RATES
London: Bank Base: 10.5%
3-month Interbank 10.5%
3-month eligible bills 9.5%
US: Prime Rate 6.5%
3-month Treasury Bills 3.05-3.04%
30-year bonds 10.04-10.02%

CURRENCIES
London: New York
E: \$1.7464 S: \$1.7460
E: DM2.8633 S: DM1.6527
E: £1.6215 S: \$1.6215
E: FFr 119 S: \$1.6215
E: Yen 226.33 S: Yen 128.67
E: Index 90.6 S: Index 94.4
ECU 50.76377 SDR 20.789714
E: ECU 10.49867 S: ECU 1.267886

London forex market close

GOLD

London Fixing: AM \$348.80 pm \$348.65
close \$349.00-\$49.00 (\$169.50-
200.00)
New York: Comex \$346.25-\$48.75

NORTH SEA OIL

Brent (Mar) \$17.30 bbl (\$17.65)

RETAIL PRICES

RPI: 135.6 January (1987-100)

Denotes midday trading price

Provisions surge to £1.76 billion

Barclays dives 30% because of bad debts

BY NEIL BENNETT, BANKING CORRESPONDENT

BARCLAYS has lost its position as Britain's most profitable bank. An unprecedented surge in bad-debt provisions sent profits down 30 per cent to £533 million last year.

Bad debts rose 40 per cent to £1.76 billion and profits would have fallen even further if the bank had not decided to release provisions of £211 million against its Third World debts. Barclays now has a £4.8 billion portfolio of non-performing loans.

Sir John Quinton, the chairman, said the results were disappointing, "but not entirely unsatisfactory when viewed against a background of record business failures and falling property values".

He said provisions would remain high for most of this year. "I hope to see the level of bad debts decline but I expect it to remain high. If the economy begins to pick up, I would expect to see the level decline. But the indications that it is reviving are only very slight."

Barclays has been overtaken in profitability by Lloyds, which reported a profit of £645 million last year. Sir John said: "We have not always been the most profitable bank but we will strive to

become Barclays de Zoete Wedd, the investment bank, and the credit card operation. "We are trying to develop new sources of income, and in these one would expect costs to grow," he said.

Despite the profit fall, the bank is holding its final dividend at 12p a share, making 21.15p for the year. This, however, drains £96 million from reserves largely paid for by a preference share issue in America last year.

Sir John said unsound lending was partly to blame for the bad debts. "We are looking carefully at our risk management procedures."

The economy, however, was largely to blame for the profit slump. "The majority of loans would have been made in normal times by good bankers but the sudden and severe recession took us by surprise."

Like other banks, Barclays is struggling to reduce costs. It shed 5,000 jobs during the year. 1,000 of the redundancies were voluntary. Sir John said 15,000 staff would go over five years.

Despite the cuts, Barclays' costs surged by 14 per cent to £2.29 billion. That dismayed the City, and the shares lost 18p to close at 376p.

Peter Wood, the finance director, said £90 million of the increased costs came from acquisitions in France and Germany in 1990. Costs had risen fastest in the bank's expanding businesses, in

cluding Barclays de Zoete Wedd, the investment bank, and the credit card operation. "We are trying to develop new sources of income, and in these one would expect costs to grow," he said.

The other bad loss was suffered by the Mercantile group, the bank's finance house arm, which slumped from a £2 million profit to a £12 million deficit. This included redundancy costs of £7 million.

The Central Retail Services division, which operates the bank's credit cards, returned to a profit of £45 million from a £4 million loss in 1990. This was mainly due to the introduction of an £8 annual fee on the Barclaycard, and occurred despite a £52 million rise in bad debts to £164 million.

In Europe, Barclays failed to capitalise on its expensive acquisitions of Europen de Banque and Merck Finck in France and Germany. Profits in the EC fell by 39 per cent to £24 million due to the reorganisation of the new subsidiaries.

The Institute's quarterly economic review presents several projections for Labour's programme as well as a central forecast assuming the present government is re-elected after a modest tax giveaway of £2 billion, worth 1p off income tax, in next month's Budget.

The main forecast, based on present policies, shows a resumption of modest eco-



Live wire: Sainsbury is to be the second big UK firm with a woman finance director. Rosemary Thorne, 40, joins the board next month and will succeed Derek Hanson as finance chief in June. Currently financial controller at Grand Metropolitan, she follows in the footsteps of Kathleen O'Donovan of BTR.

Institute sees few signs of economic recovery

BY ANATOLE KALETSKY, ECONOMICS EDITOR

THE economy is showing few signs of recovery and will grow by only 1.3 per cent in 1992, according to the National Institute of Economic and Social Research. But the Labour party's economic policies would improve Britain's growth rate by up to 0.5 per cent in each of the next two years, sharply increase real wages and cut unemployment by about 200,000. The main costs of Labour's programme would be seen in higher inflation and bigger trade deficits than under a Conservative government.

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The main forecast, based on present policies, shows a resumption of modest eco-

nomic growth from the current quarter onwards and a further reduction in inflation to 3.4 per cent by the end of 1992. Although GDP is forecast to grow by only 1.3 per cent on average in 1992, there should be significant acceleration through the year. By the fourth quarter, GDP should be 2.8 per cent higher than a year earlier.

Unemployment is expected to go on rising steadily to a peak of about 2.9 million in mid-1993. The PSBR would be £22.2 billion in 1992/3, assuming a tax cut worth £2 billion in the Budget. The current account deficit is forecast to widen to £9.6 billion in 1993, but the institute argues that this level of deficit should not cause problems for sterling or the ERM.

The Labour party's plan to introduce a national minimum wage would also stimulate the economy, at least in the short term, and would actually reduce the PSBR

Ex-chief fears for Lloyd's

BY JONATHAN PRYNN

IAN Hay Davison, the chief executive of Lloyd's between 1983 and 1986, has said that the market "may not survive the end of the century" unless radical reform is carried out over the next few years.

In a letter published in The Times today, Mr Hay Davison, who was responsible for introducing a swathe of reform during his period in office, advocates a "clear separation of the regulatory and commercial functions of the Society" as proposed in the recent Rowland task force report on Lloyd's.

The interests of those who work in the market "are at all times secondary" to those of the policyholders and the names, he says. Other changes recommended include a resolution of the open years problem through arbitration. Mr Hay Davison, an accountant, left Lloyd's in 1986, amid disagreements over his role.

Comment, page 21
German comparison, page 21
Letters, page 13

CU goes £68m into red

BY GRAHAM SEARJANT, FINANCIAL EDITOR

COMMERCIAL Union last year registered its first loss since 1985, converting a tiny £1.4 million 1990 profit into a £68.6 million pre-tax loss for 1991. But the composite insurance group has raised its final dividend, confounding City fears that the rise in the interim dividend would not be repeated. The year's dividend rises 2.8 per cent to 23.65p per share.

Tony Brend, the chief executive, said the dividend rise reflected the group's financial strength and recovery prospects, and that CU's policy was to try to maintain the real value of dividends. He said premium rate increases were gaining momentum in Britain, the worst territory for

losses, although the full benefit would not be felt until 1993.

"We could write an awful lot of business if we were so minded, because premium rate rises make people think they might change their insurance company," he said. "But we are being very selective."

CU's life assurance business, centred in Britain and The Netherlands, increased profits from £102 million to £114 million but this was swamped by non-life losses of £183 million, of which £85 million were on business written in Britain.

A further rise in motor premiums is likely in May, and rates will continue to rise faster than inflation to account for higher repair costs and more claims.

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Stamford Bridge transfer listed at £23m

BY MATTHEW BOND

KEN Bates's ten-year battle to keep Chelsea Football Club at Stamford Bridge, its west London ground, suffered a setback in the High Court yesterday, when Mr Justice Millett ordered that the club would have to pay Cabra Estates, its landlord, £22.85 million if it wanted to stay and own the ground.

The judge granted SB Properties, the Cabra subsidiary that owns the freehold to Stamford Bridge, a court order requiring Chelsea to pay the valuation determined last November by an independent property expert.

Cabra shares celebrated by rising 14p to 84p, but John Duggan, Cabra's chairman, decided to forgo the lap of honour that normally accompany such footballing successes. He said only: "Obviously this is the right decision from our point of view in every way." He then retreated to his dressing room to consider the postponed interim result that Cabra will publish today.

Advisers close to Mr Bates, the Chelsea chairman, refused to see the ruling

as a straightforward away win for Cabra. It was, they thought, rather more of a score draw, with honours evenly divided. They pointed out that Justice Millett had allowed Chelsea's counter claim against SB Properties to proceed.

But while the court ruled that SB was in breach of its option contract with Chelsea, the judge said Chelsea was not entitled to pursue a claim for damages that reflected the fall in property values between 1988 — when Chelsea could have exercised the option to buy Stamford Bridge — and 1991, when Cabra finally conceded that the option was valid. Nor was Chelsea entitled to damages for delay in the redevelopment of Stamford Bridge. Denton Hall, Chelsea's lawyer, indicated it was likely to appeal against the damages' ruling.

The judge did not specify by which date Cabra should pay the money to Cabra, suggesting the two parties should settle that themselves. Given that Chelsea and Cabra have failed to agree on anything in the last three years, it cannot be long before Cabra takes up the judge's offer to fix the date. If Chelsea then fails to come up with the



Disposals at Evered Bardon raise £30m

By MATTHEW BOND

EVERED Bardon, the aggregates and quarrying group created by the merger of Evered and Bardon Group 13 months ago, has disposed of two non-core businesses for £30 million.

With three American businesses also being prepared for sale, the two British disposals mark the beginning of a determined push by Peter Tom, chief executive to reduce the group's borrowings.

At last September's interims, Evered Bardon had net debt of about £300 million, giving a gearing level of about 75 per cent. Yesterday's disposals took the total raised by sales to £34 million.

The bigger of the two businesses sold yesterday was the slag cement business of Civil and Marine, a company that the pre-merger Evered paid £110 million for two years ago.

The slag cement business has been bought for £25 million by a specially created consortium led by 3I and backed by funds managed by CIN Venture Managers. The consortium is also backed by a family trust linked to Mike Uren, one of the founders of Civil and Marine and a director on the Evered Bardon board. Mr Uren's involvement means that the disposal will require shareholder approval. He will remain a full-time executive director of Evered Bardon.

Evered Bardon also sold Daniel Platt, a manufacturer of clay floor and roof tiles, for £5 million.

National & Provincial soars despite bad debt

BY LINDSAY COOK
MONEY EDITOR

THE National & Provincial Building Society has reported a £40 million increase in pre-tax profits to £100.4 million for last year, despite bad debt provisions of £52 million.

The eighth-largest society made £24.7 million of provisions for mortgage arrears - a fourfold increase on 1990. And allowed £24.6 million for losses on self-build schemes. These cost £37.2 million the previous year, when they were hit by rising interest rates which meant that the size of the loans outstripped the value of the sites, and half-completed properties had to be abandoned.

Commercial provisions more than doubled to £2.8 million.

The National & Provincial, which had suffered two difficult years culminating in the loss of Ben Thompson-McCauley, its previous chief executive, increased its mortgage business by 136 per cent to £1.33 billion last year. Its cost-income ratio was cut from 54 per cent to 46.6 per cent.

Richard Newton, chairman of the society, said: "Against the sombre background of the most difficult general housing market since the Second World War, the society has some cause for satisfaction in its financial results."

He added: "It has moved forward, through strong and highly committed management, to a position where it is ready to optimise new opportunities open to it."



Abbey details rescue scheme for borrowers in arrears

BY OUR MONEY EDITOR

ABBEY National has announced details of its £60 million mortgage-to-rent scheme designed to help borrowers in difficulty with their payments.

The scheme will allow employed borrowers six months or more in arrears to sell their homes to the Homesave Company, a wholly owned subsidiary of Abbey National, and become shorthold tenants.

The initial tenancy will be for six months and a day and should be extended if the tenancy is operating properly.

A special task force within the former building society has been drawing up a list of

customers whom it believes may be helped by the scheme. Branch managers will soon contact those who qualify to give them details of the scheme.

Property prices will be based on an independent open-market valuation, and the rent will be set at a market rate.

The initial tenancy will be for six months and a day and should be extended if the tenancy is operating properly. Tenants whose situation improves will be able to buy

back their homes at an independent valuation.

John Fry, group services director, said the scheme aimed to help as many families as possible stay in their own homes. The mortgage-to-rent scheme is just one of a number of options open to all our mortgage customers who are facing serious arrears.

However, those who are not eligible should continue to talk to their branch or mortgage centre manager for advice and help, he said.

Pay for travel directors rises 7%

BY HARVEY ELLIOTT
TRAVEL CORRESPONDENT

DESPITE an 11.5 per cent drop in average profits, directors in the travel and leisure industries awarded themselves pay rises of 7.4 per cent last year.

According to a survey by Argyle Executive Recruitment, directors of 52 travel-related companies were paid an average of £134,050 last year while staff received £12,966, including pensions and national insurance contributions, an increase of 8.2 per cent on the previous year.

Chairmen's pay in the industry, which is now the biggest single industry in Britain, went up by 10.2 per cent.

Five companies reduced their average salary costs, but one had an overall increase of more than 40 per cent.

Kristina Wallen, director of Argyle Executive Recruitment, said that there was no sign that the salary levels were slowing down. "Much of the business is heading for a fast upturn, and that will almost certainly sweep salary levels upward with it," she said.

The 52 companies that were used in the sample employ 1,065,678 people, an increase of 3.5 per cent on 1990. Of the 52 companies, 38 increased their staff numbers while 14 reduced them.

Aggregate staff costs went up by £1.06 billion to £12.87 billion, an increase of 9 per cent. Profitability per staff member fell by 13.4 per cent to £5,924.

Management bids for Continuous

SHARES in Continuous Stationery jumped 9p to 32p after the group received a bid from some of the group's management. The proposed offer of "around 40p per share in cash" would value the company at about £6.7 million and is still subject to financing. This attempt to take the company private has been made by Derek Mustershead and Ed Carson, the group's joint managing directors with responsibility for Printaprint and the business forms divisions respectively.

Bill Eastwood, the non-executive chairman who is part of the independent directors' team, said: "We had an approach sometime ago which never came to anything. Our current position is that we have not seen the terms yet, so we have not formed a genuine view. When we get an offer we will take advice and decide from there."

Record Holdings falls

RECORD Holdings, a Sheffield tool maker, suffered a 29.3 per cent fall in pre-tax profit to £3.35 million in the year to December 31, in "fleasant market conditions". Ending of some activities cut turnover by 25.4 per cent to £26 million. Interest costs came down from £710,000 to £196,000 and net cash at the year-end stood at £2.5 million, thanks to a £5.8 million rights issue last October. Earnings per share fell from 10.7p to 6.9p, but the final dividend is maintained at 2.45p, making an unchanged total of 3.6p.

Multitrust in profit

MULTITRUST is paying an interim dividend of 1.5p (nil) after the investment trust earned a pre-tax revenue of £83,944 in the six months to end-December, against a loss of £21,014 last time. Total revenue rose to £132,968 (£75,275). The board intends to pay a further dividend of 1p for the year, which would make 2.5p - a 25 per cent increase on last year's total dividend. Earnings per share were 1.45p (loss of 0.53p). The net asset value per share fell from 41.92p to 35.64p in the six months.

Ryan cuts payout

RYAN Hotels, the Irish property group that reported an interim loss of £15,000 last July, returned the black in the second half, enabling the company to report a pre-tax profit of £975,085 (£902,000) for the year to end-October. Despite the improvement, the full-year profits are still 65 per cent below the level of the year before, prompting the board to cut the final dividend from 1p to 1.5p, making a total of 1p (1.75p). Trading profits fell £154,000, while interest costs rose £185,000.

	Mid	Offer	+/-	YTD		Mid	Offer	+/-	YTD		Mid	Offer	+/-	YTD		Mid	Offer	+/-	YTD		Mid	Offer	+/-	YTD	
ABBEY UNIT TRUST MANAGERS LTD	10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21	
ABBEY UNIT TRUST MANAGERS LTD	10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21	
ABBEY UNIT TRUST MANAGERS LTD	10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21	
ABBEY UNIT TRUST MANAGERS LTD	10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21		10.40	10.40	0.00	1.21	
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BA sues Sabena for £17m outlay on aborted venture

BY TOM WALKER AND HARVEY ELLIOTT

BRITISH Airways is suing Sabena, the Belgian carrier, over the failed Sabena World Airlines venture planned jointly with BA and KLM two years ago.

BA paid around £17 million to Sabena, as did KLM, when the three airlines seemed close to creating Sabena World Airlines centred on Brussels airport.

According to both BA and KLM, the agreement clearly stated that if the deal col-

lapsed they would get their money back by the end of December. This has not happened and BA said that although it was still talking to Sabena it was bringing the action "to protect our position".

"We are still in discussions with Sabena. We have started legal proceedings as a precautionary measure for our own protection," BA said.

Any court action would take place in Belgium. KLM

has not sued jointly with BA, but is pursuing its own case.

KLM has already begun similar proceedings against the Belgian airline, which is now in the process of being merged with Air France, although that deal too has been bogged down because of political problems in Belgium.

A spokeswoman for Sabena said the protocol signed by the three airlines had said if the money was not repaid, Sabena would pay interest on the debt. "This we are doing."

She said Sabena intended to repay the debt, but the delay in Sabena's partnership agreement with Air France, which would provide a much-needed capital injection to the cash-strapped airline, was at the root of the problem.

Sabena said the airline had been told of separate actions by BA and KLM, but had received no court confirmation.

"Officially, we don't know about it yet," the spokeswoman said, adding the action was no surprise.

"We knew this was possible when we decided not to pay by the end of last year." The action could not have come at a worse time for Sabena, which is desperately seeking a business partner. As the state owns 53 per cent of the airline, the Air France deal has to be approved by the government, and at the moment the nationalist Flemish Volksunie party is blocking it on the grounds that it would make the airline too French.

Sabena has never made a substantial profit (in 1990 its loss was £119 million) and has just 31 planes and 11,000 employees. Many of its routes still serve former Belgian colonies in Africa, and mismanagement by a complicated Wallon-Flemish power-sharing structure has always plagued the airline.

The commission said that the order forcing Aer Lingus to co-operate with British Midland should run for two years; by that time, British Midland should have become sufficiently well-established in a precarious state.

The other two partners decided to pull out.

Aer Lingus fined over competition

BY OUR AIR CORRESPONDENT

THE European Commission yesterday showed its determination to support small airlines that take on big national carriers. It fined Aer Lingus £532,000 for refusing to co-operate with British Midland on flights between London and Dublin.

British Midland, which began flying on the route in 1989, complained to the commission that the Irish airline had refused to honour its tickets or to allow passengers to switch from one airline to the other. This made it difficult for British Midland to establish itself on the route and to compete effectively.

The commission's decision had been widely predicted but the size of the fine was higher than Aer Lingus had expected. The airline said last night that it needed time to consider its response.

British Midland was delighted. Sir Michael Bishop, its chairman, said: "It shows clear evidence of the commission's determination to act against airlines holding dominant positions where they attempt to prevent the development or maintenance of competition."

He added: "The decision establishes an important precedent that dominant airlines should not seek to use

the withdrawal of interlining facilities as a competitive weapon."

In the first year, British Midland operated on the London-Dublin route, flown by 1.6 million passengers a year, it took a fifth of the market; that rose to 26 per cent when British Airways withdrew completely last year. In the past three months, British Midland, which operates eight flights a day compared with 12 by Aer Lingus, claims its share has risen to 30 per cent. It argues that if passengers were allowed to switch tickets, the figure would have been even higher.

Sir Leon Brittan, EC commissioner for competition policy, said: "At a time when the European transport industry is being liberalised, airlines making use of the new opportunities for competition should be given a fair chance to develop and sustain their challenge to established carriers."

The commission said that the order forcing Aer Lingus to co-operate with British Midland should run for two years; by that time, British Midland should have become sufficiently well-established on the route not to need protection.

Brit Alcan losses worsen

BY OUR INDUSTRIAL CORRESPONDENT

BRITISH Alcan Aluminium will next month reveal that losses worsened during 1991, even though the company shed 1,180 employees, more than a tenth of its workforce.

The group, which accounts for two-thirds of Britain's primary aluminium production, launched a fierce cost-cutting drive after losses in 1990 totalled £12.3 million.

However, the company found it hard to keep pace with the decline of its markets. David Morton, chairman of Alcan Aluminium, the group's Canadian parent, said a flood of aluminium on to world markets caused by lower demand in the Commonwealth of Independent States pushed prices to their lowest level ever, in real terms, by the end of the year. The group's worldwide loss last year was \$36 million.

The pressure for cost savings is expected to continue in 1992, although British Alcan believes the scope for further job cuts is limited.

The 1990 loss was the first since the creation of British Alcan in 1982 from the British Aluminium Company and Alcan of Canada.

Pension industry calls for tighter self-investment rules

BY COLIN NARBROUGH

THE pensions industry is deeply disappointed over the government's failure to impose tighter limits on investment by pension funds in their sponsoring companies, according to a leading figure from the National Association of Pension Funds.

The Maxwell affair highlighted the dangers of too close a relationship between pension funds and the firms that sponsor them, and self-investment in the company's shares or property has been a long-term concern of the NAPF.

The association, which published a comprehensive report on self-investment in June 1988, now feels that its detailed advice was not taken sufficiently seriously by the government. The Social Security Act empowered the government to address the problem, but draft regulations have only just been laid before parliament.

Clive Gilchrist, chairman of the association's key investment committee, will tell the NAPF investment conference at Eastbourne, East Sussex, today that his committee is very disappointed about the

government's regulations, which fall short of what the industry feels is required. Mr Gilchrist, who steps down from the chairmanship at the conference, is also expected to draw delegates' attention to the need for strict separation of pension fund custodians and investment fund managers, a division opposed by leading banks.

The government's regulations, expected to take effect next month, restrict self-investment to 5 per cent of the value of a pension fund. But the NAPF is not happy with

The NAPF's code of best practice proposed that no new self-investment of any type should be made by pension funds, except in certain extreme circumstances. If such investment is made, the code calls for no restrictions on the trustees' ability to sell the investment subsequently. Another of its proposals is for annual disclosure by funds of the level of self-investment.

Tomorrow, the NAPF conference will hear Barbara Mills, outgoing director of the Serious Fraud Office (SFO), who is due to speak on the role of the SFO in the financial markets.

because union subscriptions are often collected by employers under an arrangement known as check-off.

Members of the TUC's general council yesterday approved a plan to seek a 20 per cent cut in the organisation's 250-strong workforce in an effort to save money. Staff representatives have been assured the cuts will be sought through early retirement, voluntary severance and natural wastage. Last year, the TUC shed 30 employees.

The new round of job losses at the headquarters of the trade union movement are a direct consequence of the noose tightening around its income.

The finances of the TUC rely overwhelmingly upon a levy on affiliated unions, which is calculated according to how many members they have.

In 1990, the latest year for which the TUC has filed accounts, the levy totalled all but £37,000 of the TUC's £7.19 million income. Last year, a 1.12p levy on the TUC's 8.19 million members raised £9.18 million. This year, the

Lilley gives all-clear to Macarthy suitors

BY PHILIP PANGALOS

PETER Lilley, the trade and industry secretary, has cleared the two rival takeover bids for Macarthy, the Savory & Moore pharmaceuticals group.

Both bids, from UniChem, which is Britain's largest pharmaceutical wholesaler, and Lloyds Chemists, Britain's second largest retail chemists' chain, are likely to be revived, and shares in Macarthy surged 17p to 316p. Lloyds Chemists lost 5p to 340p, while UniChem fell 2p to 203p.

The bids were initially referred after fears that a takeover could create a United Kingdom monopoly in the wholesaling of ethical products, or prescribed drugs.

However, although the Monopolies and Mergers Commission found that the pharmaceutical market was becoming increasingly concentrated, and that there was an increasing degree of vertical integration between wholesalers and retailers, it ruled that a link-up between Macarthy and either bidder would not materially reduce competition in any of their markets — as wholesale and retail chemists and in the health food market. Neither bid was likely to operate against the public interest.

Lloyds, which claims to speak for 9.9 per cent of Macarthy's shares, and had received acceptances in respect of 65 per cent when the bids were referred, has previously indicated that it would offer at least 306p in any new offer for Macarthy.

UniChem, where Peter Dodd is chief executive, and which has moved closer to Macarthy by taking over as distributor to its Savory & Moore chemist chain said yesterday it was "naturally pleased". It would now consider its position in the light of this report and its recent pharmacy acquisitions, including the Moss group of chemists, before deciding its course.

Jeff Harris, UniChem's finance director, said: "There remains a natural synergy and commercial logic in a combination of the respective businesses, but only on the right terms."

An earlier, all-paper £83 million offer from Grampian Holdings, the Scottish mini-conglomerate, has already failed.

Allen Lloyd, chairman and chief executive of Lloyds, said: "We will be re-examining the attractiveness of Macarthy in the light of what has happened in the intervening period and of other opportunities available to Lloyds."



Pleased: Peter Dodd, chief executive of UniChem, which may renew its bid

Investments help lift Daily Telegraph

BY MATTHEW BOND

PRE-TAX profits at The Daily Telegraph, publisher of *The Daily Telegraph* and *Sunday Telegraph*, have risen 5.2 per cent to £40.5 million in the year to end-December, helped by a 42 per cent rise in investment income. Operating profits fell from £33.3 million to £32.7 million, on sales marginally lower at £219 million.

Conrad Black, chairman, said: "We have enjoyed an excellent result in difficult trading conditions. The continuation of our policy to increase circulation revenues, while at the same time enhancing the quality of our two titles, has helped to offset the 12.5 per cent decline in advertising revenue."

The group's post-tax profits rose 43 per cent to £33.9 million, with the tax charge falling from £14.8 million to £6.6 million, as the substantial provision for advance corporation tax after the £40 million sale of the group's Docklands headquarters was reversed. An unchanged final dividend of 4.5p gives a total of 9p, matching last year's ordinary distribution.

At the end of last year, a consortium led by Mr Black bid successfully for the John Fairfax newspaper group in Australia with a £634 million offer. The Daily Telegraph has a 15 per cent stake. Mr Black said: "We hold a 15 per cent interest in the company with hopes of increasing our share over time and are confident of having bought assets of the highest quality at a very reasonable price." Joe Cooke, managing director of The Daily Telegraph, said a flotation of Fairfax was planned for April.

Riklis stores group seeks protection

BY PHILIP ROBINSON IN NEW YORK

PART of the \$1 billion empire of Meshulam Riklis, the American financier, has collapsed into the protection of the American bankruptcy courts. Mr Riklis, aged 68, the husband of Pia Zadora, a singer and former Hollywood starlet, was not available for comment.

Conrad Black, chairman, said: "We have enjoyed an excellent result in difficult trading conditions. The continuation of our policy to increase circulation revenues, while at the same time enhancing the quality of our two titles, has helped to offset the 12.5 per cent decline in advertising revenue."

Mr Riklis's 1,000-store McCrory Corporation, which is among America's largest downmarket convenience stores, is now under bankruptcy protection.

Mr Riklis has halted a \$3.4 million interest payment on one of McCrory's convertible bonds and suspended payments to some suppliers. Standard & Poor's has already downgraded the bond from a triple C minus to D, giving it junk bond status.

Shares in Kleinwort and Warburg slump

BY NEIL BENNETT, BANKING CORRESPONDENT

SHARES in Kleinwort Benson and SG Warburg, two of the City's leading merchant banks, plummeted yesterday after they revealed worse than expected profit figures.

Kleinwort made a pre-tax profit of £27.9 million last year, a sharp increase on record losses of £65 million in 1990. Nevertheless, the shares slumped 13p to 263p since the profits were more than £5 million below City forecasts and the bank made only £3.2 million in the second half of the year.

Jonathan Agnew, Kleinwort's chief executive, said there had been a substantial turnaround from 1990. "This is a considerable step on the road to recovery." High banking provisions, however, had had a negative impact on profits. During the year, Kleinwort's corporate lending fell by a quarter to £661 million and Mr Agnew said it would be cut by another third in the next two years.

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Gilchrist: disappointed

TUC to shed staff as unions shrink

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

TRADE union membership in Britain fell by as much as 450,000 last year, according to a confidential report drawn up for Norman Willis, the general secretary of the Trades Union Congress.

Membership of TUC affiliated unions is believed to have fallen by 5 to 5.5 per cent, the report shows. If that is so, the total TUC membership may now be little more than 7.74 million, compared with more than 12 million in 1979.

The slump in union membership is largely blamed upon job losses, especially in manufacturing. The AEU engineering union estimates that its roll has declined by 10 per cent to around 640,000, in the past 12 months. As union membership falls, the burden of supporting the TUC staff grows proportionately heavier for those who remain in work.

Many unions automatically lose members who are made redundant. That is

because union subscriptions are often collected by employers under an arrangement known as check-off.

Members of the TUC's general council yesterday approved a plan to seek a 20 per cent cut in the organisation's 250-strong workforce in an effort to save money. Staff representatives have been assured the cuts will be sought through early retirement, voluntary severance and natural wastage. Last year, the TUC shed 30 employees.

The new round of job losses at the headquarters of the trade union movement are a direct consequence of the noose tightening around its income.

The finances of the TUC rely overwhelmingly upon a levy on affiliated unions, which is calculated according to how many members they have.

In 1990, the latest year for which the TUC has filed accounts, the levy totalled all but £37,000 of the TUC's £7.19 million income. Last year, a 1.12p levy on the TUC's 8.19 million members raised £9.18 million. This year, the



COMMERCIAL UNION

TWELVE MONTHS' REVIEW

Dividend increased by 3% to 23.65p

★ Life profits increase to £114.3m (1990 £102.0m) with good life premium growth of 15%.

★ Non-life loss of £182.9m (1990 loss £100.6m) following very difficult trading conditions in most markets. Results in the United Kingdom and most of Continental Europe deteriorated although increased profits were achieved in the Netherlands and the United States.

★ Determined action to improve general insurance results continues, with premium rate increases in the United Kingdom gaining momentum.

HIGHLIGHTS

	12 months 1991	12 months 1990
Premium income	£4,107m	£3,596m
Operating loss before taxation</td		

COMMENT

Interest cut may be now or never

The central case in the National Institute's latest economic forecasts assumes a tax cut of £2 billion in the Budget, no immediate cut in interest rates and the re-election of a Conservative government. Most Conservative politicians would question at least one of those three assumptions. Unless the Chancellor proves more generous in cutting taxes or interest rates, few fancy the government's re-election chances. This leads to the big question for the Chancellor — should he plan a tax giveaway, or an impressive interest rate cut?

Until last week, the question was easily answered. The ERM strait-jacket seemed to rule out any cut in rates. The recent strength of sterling has since raised hopes in the Treasury that interest rates could yet be turned into the government's winning ticket, avoiding any significant cuts in taxes beyond the penny off income tax which is already fully discounted by the markets. Some Tory MPs talk with growing confidence of a full point off base rates, either immediately after the Budget or in two half-point steps. Unfortunately, the Chancellor may find his room for manoeuvre limited. Sterling's sudden recovery and the apparent loosening of the ERM constraint is entirely due to the fall of the mark against the dollar since Christmas. This trend may well continue in the long run, but the dollar has risen so fast that it should be due for at least a temporary retreat.

If the mark were to start rising against the dollar in the days after the Budget, Britain's chance of a full-point cut in interest rates would vanish. Yesterday, Nicholas Brady, the American Treasury Secretary, remarked that American interest rates are still "too high in real terms" to allow an adequate economic recovery. Alan Greenspan may well agree if he sees another weak economic indicator like Tuesday's plunge in consumer confidence. If the Fed cut its rates, the surge of the dollar against the mark could be reversed and the window of opportunity to cut British rates would close abruptly. The Chancellor may prefer to get at least a half-point cut under his belt while the markets are still receptive, instead of waiting until Budget day.

Fat Barclays

Barclays lost friends in the City yesterday. The slump in profits might have been forgiven but the 14 per cent rise in the bank's costs could hardly be ignored in a year when parsimony was the key. The bank pleaded that it needed to finance expansion of its growth businesses, such as financial services and investment banking, for long-term success, but its new continental businesses had contributed 3 per cent of the increase and that the 5,000 reduction in staff numbers showed how tough it really was on costs. All that is true but the reason lies elsewhere. The bank was punished for its generosity a year ago when it awarded an 8 per cent pay rise to staff. Even at the time the award looked excessive and it appears completely out of line with subsequent events. Barclays staff costs grew 12 per cent to £2.38 billion in 1991, despite the job losses.

Brian Pitman, Lloyds' Bank's chief executive, spelled out the link between staff numbers, staff pay and the success of Britain's banks very simply last week. For every 1 per cent on this year's pay award, he warned Lloyds' employees that the bank would have to shed another 650 jobs. Barclays' board would be well advised to do a similar calculation. Banks face a period of low inflation and sluggish loan demand. Unless they control their costs with an iron rod, they will quickly run out of control. Barclays cannot afford to delay its recovery by poor housekeeping.

The gatecrasher still casts a shadow over ICI's party

As the chemical giant reports its profits, William Kay believes Lord Hanson's flutter may be a case of heads I win, tails you lose

Despite his recent disavowal of intent to take over ICI, the tall, aquiline figure of Lord Hanson inevitably casts an ominous shadow over the chemicals group today as it announces its 1991 results.

At Hanson's annual meeting last month, his lordship confirmed that he had no current plans to bid, but added: "As ICI's second biggest shareholder we will continue to watch its progress with great interest and affection." Whether that turns out to be the distant affection of a kindly uncle, or the more urgent embrace of an ardent suitor, depends on how ICI behaves.

Had the right encouragement been forthcoming, either from ICI or Whitehall, this would have been the time to attack. The 36 per cent profits decline in 1990 has been followed by another significant fall last year. But analysts expect the profits to recover to £1 billion this year and surge ahead to £1.4 billion in 1993, pushing the group's market capitalisation towards £20 billion, a daunting mouthful even for the capacious Hanson.

Such a recovery will be a relatively nimble turnaround for the large and diverse business. But how much of it will really have been stimulated by Hanson's prodding, rather than the unprompted efforts of the ICI management? That question is tantalising analysts and investors as they try to gauge the strategy of Sir Denys Henderson, ICI's chairman.

Lord Hanson threw his topper into the ring last May, when the company that bears his name spent £240 million buying a 2.8 per cent stake in ICI. A slanging match ensued and although it died down after a couple of months, ICI's Millbank head office was galvanised. Their private fear had been realised: that the era of mega-bids would put the hitherto impregnable ICI in play.

Sir Denys had already laid down a strategy to beat the recession. That consisted of trimming ICI to seven business groupings — pharmaceuticals, agrochemicals, chemicals and polymers, paints, explosives, materials and specialities — concentrated on Europe, North America and Asia/Pacific. And he had decided: "By definition, those that are not in those categories are either going to be run for cash or divested."

Already 15,000 employees have left ICI, including 5,000 departing with businesses sold. No management finds such cuts easy. More job losses are due to be announced today, and by the time the workforce has been trimmed to the bone and divestments completed, the group's profits should be swollen by an extra £400 million a year.

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Every month by which that pro-



Galvanised steel: Sir Denys's anti-recession strategy was sharpened by the Hanson effect

gramme is advanced earns ICI about £3 million in interest. Small beer in itself, for a company aiming at profits of £3 million a day, but significant in terms of its impact on the ICI culture. As one analyst said: "Hanson's stake has emphasised the need for ICI to improve profitability and performance."

The word at Millbank is that the so-called Hanson effect has been sharpened by the anti-recession strategy, because staff were understandably nervous. Observers suggest that has enabled the management to take unpopular decisions more quickly and easily than would otherwise have been possible.

But Sir Denys points out that Hanson's emergence as a shareholder has also had negative effects. Staff were poached. Competitors won customers that ICI's future was uncertain. Top management time was absorbed in keeping Hanson at bay.

Resolve has been stiffened by last September's appointment of 60-year-old Ronniel Hampel, an aggressive achiever, as ICI's first chief operating officer. Lord Hanson applauded the choice. Henderson remains chairman and chief executive with responsibility for strategic planning, senior appointments, improving the group's financial ratios and enhancing long-term shareholder

value. A key part of Mr Hampel's brief is to mastermind the restructuring of the group, particularly ensuring that those £400 million-a-year cost savings are realised.

Cynics might say that the canny Sir Denys has the better of the split, but that is a chairman's prerogative. By the time he retires in 1995 he will have led ICI for longer than anyone since Sir Paul Chambers in 1960-8. He hopes his memoir will be a group transformed from the giant that lumbered across the industrial stage in the Sixties and Seventies.

Since 1980, sales of high added-value products have risen from a third to over half the total, while the UK share of the group's business has fallen from two-fifths to one-fifth.

Sir Denys has two main medium-term goals to make the pharmaceuticals division a world player, and to minimise commodity chemicals. The pharmaceuticals operation, ICI's biggest profit earner, targets heart disease and cancer. But to fight heavyweights like Merck and Glaxo punch for punch it needs a takeover. The trouble is that the best prospects are too big or too dear, or both. Some observers believe that the business could eventually be squeezed to the point where it has to be sold, but that will probably be a

decision for Sir Denys's successor. It would be a huge setback.

The chemicals division is burdened by world overcapacity. ICI is losing money on PVC and demand for chlorine-based chemicals is declining. Sales or closures are likely here, and in the materials division, where ICI is simply too small. So we can expect to see a continuation of the stream of disposals and closures that have been emanating from Millbank for the past year.

That should not discourage Hanson from holding on to its stake. It has the classic two-way bet: either the price of ICI shares will rise to reflect the success of Sir Denys's strategy, or it will falter, opening the door to a bid.

Along the directors' corridor at Millbank, they are acutely aware that Hanson's agnus statement does little to tie his hands in the long run, should he decide to move. They are still on full alert.

Above all, investors should not discount the liberating effect of a Conservative victory in the general election. That could remove any qualms John Major may have had in the past nine months about a no-holds-barred battle over ICI's future. Conversely, the arrival of Neil Kinnock in Downing Street with a working majority would end Lord Hanson's dreams for good.

Britain's workers close on Germans

Britain's productivity gap with Germany has narrowed significantly during the Eighties, but is unlikely to be closed unless Britain commits more capital to redress skill shortages.

According to the National Institute of Economic Research, Germany's productivity advantage over Britain has fallen from about 50 per cent in 1980 to 13 per cent in 1987. The gap narrowed further in 1988, but has since widened marginally.

Britain has overtaken Germany in productivity in three out of 14 sectors: chemicals, electrical engineering and basic metals, while Germany has the advantage in 11 sectors, including motor manufacturing.

The main reason behind the convergence in productivity was the restructuring of British industry. Between 1986 and 1987, German manufacturing output rose 40 per cent, while employment went down by 600,000. In Britain, output was up only 10 per cent, but employment was down by 3 million, or 37 per cent, 2.1 million of which occurred between 1979 and 1989.

Since Britons work longer hours than the Germans, Germany's productivity advantage measured in terms of worker-hours has fallen on a smaller scale, from about 50 per cent in 1979 to 22 per cent in 1987. The differences in hours worked is especially pronounced in engineering, vehicles and metals.

Britain's improved productivity was achieved at the cost of a heavy decline in the size of the manufacturing sector. On an employment basis, the manufacturing sector in Germany and Britain was the same size in 1968, but it was over 25 per cent smaller in Britain by 1987.

Surprisingly, Germany's deteriorating relative position is blamed on low investments. The primary sources of the slowdown in German productivity has been historically low proportions of output which went to investment. A gap between real labour costs and productivity... led to lower profits and hence reduced investment. The slowdown in investment led to an ageing of the capital stock and hence lower growth rates of labour productivity. Rigidities in the German labour market, like the "high cost of firing", have also contributed to slow productivity growth in Germany.

But there was a critical note on Britain's performance. The rise in productivity, notes the report, was primarily due to more efficient use of labour and materials ("factor inputs"), and not to "any greater investment in physical capital, human capital or research and development". The report concludes that "redressing the skill deficiency would therefore appear to be important if British manufacturing is to get closer to the productivity levels now enjoyed in Germany".

"Productivity Levels in British and German Manufacturing Industry" by Mary O'Mahony, *National Institute Economic Review* February 1992
WOLFGANG MÜNCHAU
European Business Correspondent

RECENT ISSUES

MAJOR CHANGES

THE TIMES CITY DIARY

Burnham to start again

STEVE Burnham, co-founder and president of Cresvate, one of the biggest global derivatives firms, has resigned. Burnham, aged 42, and an expert in the Far Eastern markets, intends to begin again with another small firm of his own. He is toying with the idea of moving to Switzerland and hopes to be up and running within a year. His plans — "In derivatives but not only derivatives" — should be finalised before the end of the week. "There are certain restrictions on me at the moment," he says, "but I want to go and do it again." Burnham founded Cresvate in 1979, with Malcolm Stevenson as his partner. Stevenson remains as an executive director of Cresvate. "I'm very proud of all its achievements," adds Burnham, who previously ran the trading room at Dillon Read Overseas, and, before that, the Far Eastern desk at Akrayd and Smithers. Cresvate, which employs 400 people, is now 65 per cent owned by Pallas, a Luxembourg-based holding company, run by Frenchman Pierre Moussa.

Cold comfort

FAREPAK, the hamper company quoted on the USM, will have had an exciting February, whether or not it wins the company of the year award at the PLC dinner next month. Tomorrow, its cold store is being commanded by six members of the British North Geomagnetic Pole Expedition, including David Hempleman-Adams, the team leader, so that they can prepare themselves for arctic



"Yesterday he was the business centre manager"

conditions. Hempleman-Adams, who, in 1984, became the first person to reach the magnetic north pole unsupported, has instructed his fellow team members to bring their sleeping bags and a tent, to camp out in the Farepak store room — a company founded and run by ex-banker Bob Johnson — from 10am on Friday until Saturday morning.

Support for Virgin

Lawyers were said to be at the ready to scrutinise carefully tonight's *This Week* programme, entitled *Violating Virgin*. Richard Branson's well-told complaints of a British Airways dirty tricks campaign, which he claims is an attempt to force him out of business finds support from a hitherto unreported source — that of Sir Freddie Laker. While Laker's advice is said to be to "sue the bastards", the British Airways camp is wondering if there is any irony in

Branson's choice of ally, since Laker's airline did, in the end, go out of business. British Airways does not take part in the programme. "We go no more out of them than anybody else," says programme editor Paul Woolwich. "They said that their legal department had investigated the claims and could find no foundation to any of them."

Tiffie for Liffe

LIFFE, the London International Financial Futures Exchange, had better be on its guard. On March 22, a four-man team from the Tokyo International Financial Futures Exchange, Tiffie, will arrive in London to explore ways of launching its own euroyen contract in Europe. Tiffie wants to win more international business for the three-month contract, first launched in 1989. Although it currently trades in Europe for only two hours a day, it has already become the second largest short-term interest rate futures contract in the world. Last year, 70,000 euroyen contracts were traded daily, almost half the volume of the much longer-established eurodollar.

Keitaro Utsunomiya, Tiffie's chief secretary, says that the Japanese delegation will meet Liffe officials, before moving on for talks with their counterparts in Paris and Frankfurt, possibly to choose one of the exchanges as a partner in a joint venture. "In the long run, the exchange wishes to become more recognised by the non-Japanese investors and fund managers as one of the largest financial futures markets," says Utsunomiya. Liffe has now been warned.

CAROL LEONARD

ProShare repeats tax nostrums

From Mr Philip Chappell, CBE

Sir, ProShare is a splendid initiative, demonstrating full support at long last of the need for deeper, as well as wider, share ownership; it recognises the dangerous concentration of power that the existing system has generated, largely driven by tax distortions.

So it is sad that this general excellence should also be suffered by the old fashioned nostrums of looking for new tax incentives for the private investor. The way ahead is not to be the so-called levelling-up of the complicated fiscal regime of mortgage relief, pension subsidy and such exotic instruments as BES and EZT; all these merely distort markets and provide unnecessary jobs for the Inland Revenue and the accountancy profession. The better way forward is for levelling-down, by first abolishing all these special interest concessions; by removing these privileges, on a

revenue-neutral basis, we could eliminate all higher rates of income tax and reduce the basic rate well below 20 per cent. Now there is true initiative, which not only reduces the influence of politicians but also wins the hearts and votes of all investors.

The so-called EXPEP regime, "Extended Personal Equity Plans", originally promoted by Bill Robinson, then at The Institute for Fiscal Studies, is the obvious broad solution. All forms of savings should be subscribed out of after-tax income, subject to a low but genuinely effective tax rate, and then allowed to accumulate free of income and gains tax.

So an end to special pleading, please; give a welcome instead to a lower level of playing field.

Yours sincerely,

PHILIP CHAPPELL

Association of Investment Trust Companies

22 Frog Lane, NW3

NW3.

many companies are now reluctant to take on any new commitments, however low these may be.

Secondly, although advice can be proffered upon request, usually supported by actual performance figures, this can be ignored by too unpalatable to accept and they continue in their existing ways, often with ultimately disastrous results.

I would, however, point out a couple of factors that Mr Irvin has not mentioned. Firstly, in these days of the need for strict control of costs,

Change the rules on depreciation

From Professor Samuel Eilon

Sir, In examining possible measures to "kick start" the economy, the Chancellor may wish to consider the abolition of the current rules regarding capital allowances for depreciation of plant and machinery. It can be argued that the first-year allowance (generally 25 per cent of the purchase cost) followed by 25 per cent of written-down values in later years (25 per cent of written-down values) have outlived their usefulness and that companies should be allowed to decide for themselves at what rate to depreciate most plant and machinery, so that whatever is written off in any one year would be allowed against tax in that year. Needless to say, an adjustment would continue to be made to account for any terminal value, if it differs from the written-down value.

Such a regime would simplify internal accounting procedures and could be a useful incentive to encourage companies to accelerate replacement schedules and to invest in modernising their facilities.

Yours faithfully,

PROFESSOR

SAMUEL EILON,

Imperial College,

Exhibition Road,

SW7.

Vulgar Rollers

From Mr Edward Pool

Sir, Another present-day problem for Vickers is overcome by the often perceived vulgarity of Rolls-Royce ownership.

I am Sir, Yours faithfully, EDWARD POOL, 20 Craven Cottages, Holland Road, W14.

Top-level briefing on women employees

From Lesley Abdela

Sir, I agree with much of the in "Best Companies For Women", the new Pandor book by Scarlet McSwire. I have personally been impressed with the work of BP, Channel 4 TV, Unilever, Littlewoods, LWT, Sainsbury's and Marks and Spencer.

And certainly the Civil Service deserves its number one spot

Portfolio

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No Company Group Date or
Year

No	Company	Group	Date or Year
1	Br Polythene	Industrial	
2	BAT	Tobaccos	
3	De La Rue	Industrial	
4	Wimpey G	Building, Rds	
5	Fisons	Industrial	
6	Tomraisons	Textiles	
7	Br Airways	Transport	
8	Sherwood Cpl	Drapery-Strs	
9	Wolverhampton D	Breweries	
10	Nat West	Banks, Disc	
11	Alexon	Drapery-Strs	
12	Bowmer	Industrial	
13	Grampian Hd	Industrial	
14	Waddington (J)	Paper, Print	
15	Norsco	Industrial	
16	Courtaulds	Industrial	
17	Fine Art Dev	Drapery-Strs	
18	BMC Cpl	Building, Rds	
19	Metal Bulletin	Newspaper, Pub	
20	Thomsons	Food	
21	Argos Plc	Drapery-Strs	
22	Greene King	Leisure	
23	Harland Simon	Building, Rds	
24	Maurauder (J)	Industrial	
25	Rockin' Colm	Industrial	
26	Boots	Industrial	
27	Airtours	Leisure	
28	Morrison (W)	Food	
29	Wolsey	Industrial	
30	First Leisure	Leisure	
31	Wessex Water	Water	
32	Scot & New	Breweries	
33	Redland	Building, Rds	
34	Central TV	Leisure	
35	Whitman	Industrial	
36	Aerospace Eng	Industrial	
37	Uniglobe	Food	
38	Burnham Cast	Gas, Oil	
39	Vodafone	Electrical	
40	BT	Electrical	
41	Perrier	Drapery-Strs	
42	North West	Water	
43	ACT Group	Electrical	
44	Sunset & Vine	Leisure	

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Please take into account any minus signs

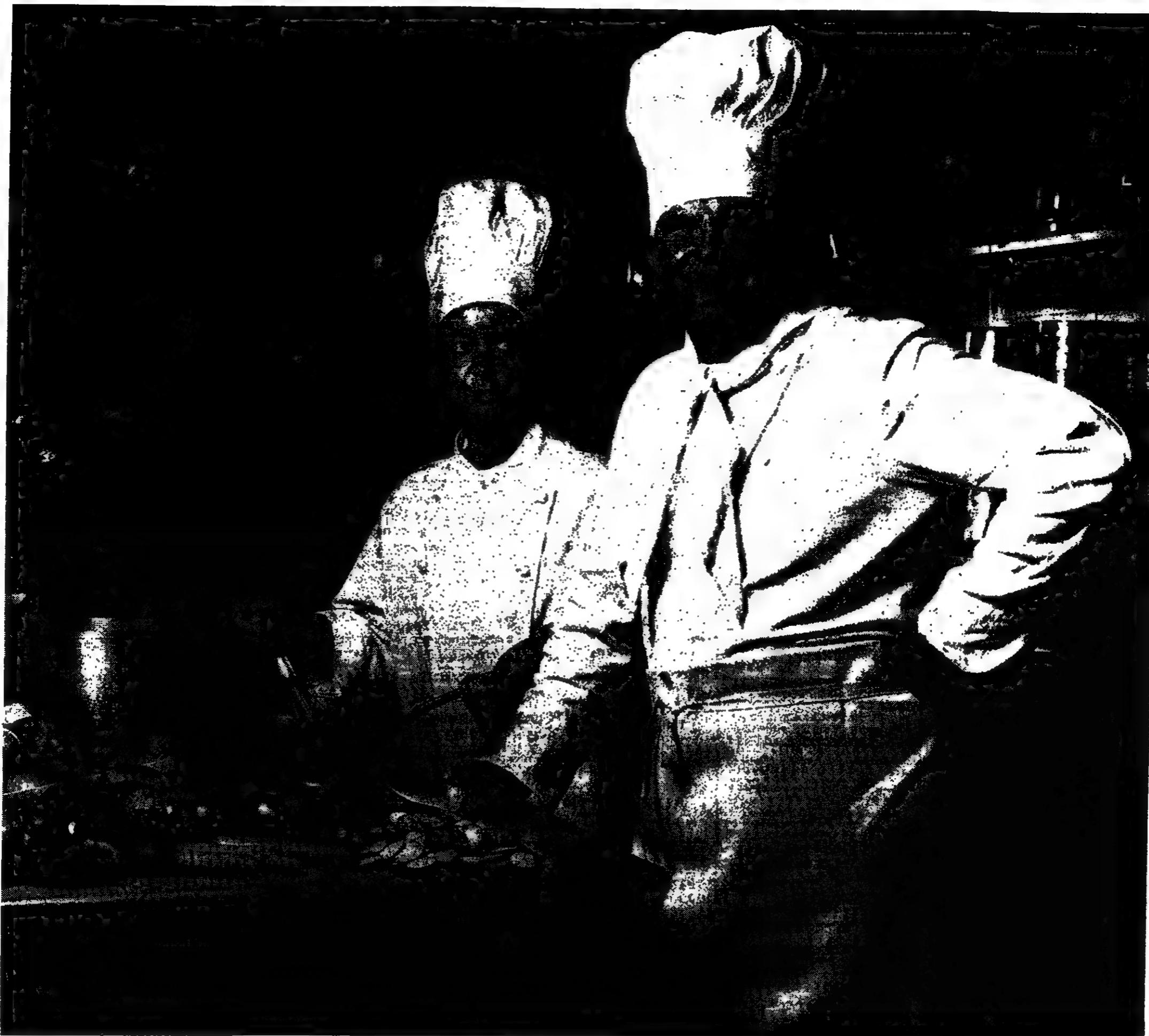
Weekday Dividend						
Please make a note of your daily goals for the week's dividend of £5,000 in Saturday's newspaper						
MON	TUE	WED	THU	FRI	SAT	SUN

There were no valid claims for the Portfolio Platinum prize yesterday. The £2,000 will be added to today's competition.

1991/92	High	Low	Company	Price	Per	No	Yld	P/E
111	210	190	NSM	125	1.0	9	3.3	63.167
112	200	180	Norman Title	125	1.0	9	3.3	63.167
113	180	160	Orbis	125	1.0	10	3.3	62.917
114	170	150	Orbis Ind	125	1.0	10	3.3	62.917
115	160	140	Orbis Ind	125	1.0	10	3.3	62.917
116	150	130	Orbis Ind	125	1.0	10	3.3	62.917
117	140	120	Orbis Ind	125	1.0	10	3.3	62.917
118	130	110	Orbis Ind	125	1.0	10	3.3	62.917
119	120	100	Orbis Ind	125	1.0	10	3.3	62.917
120	110	90	Orbis Ind	125	1.0	10	3.3	62.917
121	100	80	Orbis Ind	125	1.0	10	3.3	62.917
122	90	70	Orbis Ind	125	1.0	10	3.3	62.917
123	80	60	Orbis Ind	125	1.0	10	3.3	62.917
124	70	50	Orbis Ind	125	1.0	10	3.3	62.917
125	60	40	Orbis Ind	125	1.0	10	3.3	62.917
126	50	30	Orbis Ind	125	1.0	10	3.3	62.917
127	40	20	Orbis Ind	125	1.0	10	3.3	62.917
128	30	10	Orbis Ind	125	1.0	10	3.3	62.917
129	20	10	Orbis Ind	125	1.0	10	3.3	62.917
130	10	10	Orbis Ind	125	1.0	10	3.3	62.917
131	120	100	Orbis Ind	125	1.0	10	3.3	62.917
132	110	90	Orbis Ind	125	1.0	10	3.3	62.917
133	100	80	Orbis Ind	125	1.0	10	3.3	62.917
134	90	70	Orbis Ind	125	1.0	10	3.3	62.917
135	80	60	Orbis Ind	125	1.0	10	3.3	62.917
136	70	50	Orbis Ind	125	1.0	10	3.3	62.917
137	60	40	Orbis Ind	125	1.0	10	3.3	62.917
138	50	30	Orbis Ind	125	1.0	10	3.3	62.917
139	40	20	Orbis Ind	125	1.0	10	3.3	62.917
140	30	10	Orbis Ind	125	1.0	10	3.3	62.917
141	20	10	Orbis Ind	125	1.0	10	3.3	62.917
142	10	10	Orbis Ind	125	1.0	10	3.3	62.917
143	120	100	Orbis Ind	125	1.0	10	3.3	62.917
144	110	90	Orbis Ind	125	1.0	10	3.3	62.917
145	100	80	Orbis Ind	125	1.0	10	3.3	62.917
146	90	70	Orbis Ind	125	1.0	10	3.3	62.917
147	80	60	Orbis Ind	125	1.0	10	3.3	62.917
148	70	50	Orbis Ind	125	1.0	10	3.3	62.917
149	60	40	Orbis Ind	125	1.0	10	3.3	62.917
150	50	30	Orbis Ind	125	1.0	10	3.3	62.917
151	40	20	Orbis Ind	125	1.0	10	3.3	62.917
152	30	10	Orbis Ind	125	1.0	10	3.3	62.917
153	20	10	Orbis Ind	125	1.0	10	3.3	62.917
154	10	10	Orbis Ind	125	1.0	10	3.3	62.917
155	120	100	Orbis Ind	125	1.0	10	3.3	62.917
156	110	90	Orbis Ind	125	1.0	10	3.3	62.917
157	100	80	Orbis Ind	125	1.0	10	3.3	62.917
158	90	70	Orbis Ind	125	1.0	10	3.3	62.917
159	80	60	Orbis Ind	125	1.0	10	3.3	62.917
160	70	50	Orbis Ind	125	1.0	10	3.3	62.917
161	60	40	Orbis Ind	125	1.0	10	3.3	62.917
162	50	30	Orbis Ind	125	1.0	10	3.3	62.917
163	40	20	Orbis Ind	125	1.0	10	3.3	62.917
164	30	10	Orbis Ind	125	1.0	10	3.3	62.917
165	20	10	Orbis Ind	125	1.0	10	3.3	62.917
166	10	10	Orbis Ind	125	1.0	10	3.3	62.917
167	120	100	Orbis Ind	125	1.0	10	3.3	62.917
168	110	90	Orbis Ind	125	1.0	10	3.3	62.917
169	100	80	Orbis Ind	125	1.0	10	3.3	62.917
170	90	70	Orbis Ind	125	1.0	10	3.3	62.917
171	80	60	Orbis Ind	125	1.0	10	3.3	62.917
172	70	50	Orbis Ind	125	1.0	10	3.3	62.917
173	60	40	Orbis Ind	125	1.0	10	3.3	62.917
174	50	30	Orbis Ind	125	1.0	10	3.3	62.917
175	40	20	Orbis Ind	125	1.0	10	3.3	62.917
176	30	10	Orbis Ind	125	1.0	10	3.3	62.917
177	20	10</						



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ACCOUNTANCY TIMES

Debate rages over audit and consultancy links

Marriage of convenience for services

BY EDWARD FENNELL

The debate about whether accountants should also provide management consultancy services is not new, but it has seldom been hotter. At the heart of it lie three distinct issues — professional integrity, the needs of the client, and the business ambitions of the main firms — which need to be reconciled if the status quo is to be sustained.

Paradoxically, it has been the success of the Big Six that provides the background to the current wrangle. Their growth has been fuelled by the expansion, some might say imperialism, of their management consultancy services. Hugh Aldous,

managing partner of Robson Rhodes, a smaller firm, is deeply suspicious of this development. "The race of the Big Six to get ever bigger is a self-indulgent instinct to

Hoover up every assignment in the face of professional independence. There is a deep complacency in some parts of the accounting profession about ethics. People say everything is OK. Well, everything is manifestly not OK. Professional ethics are currently under severe pressure."

Such a radical opinion coming from outside the Big Six tends to grate on the sensibilities of those who are currently steering the largest firms through difficult times. Colin Sharman and Bob Simm, respectively KPMG Peat Marwick senior partners of accountancy and management consultancy, said they resent what they regard as "misguided criti-

There is a deep complacency in some parts of the accounting profession about ethics'

cism" of the accountancy and management consultancy link-ups. The development of the management consultancy services has been urged by clients. "Clients have driven us this way," Mr Sharman said.

The argument is simple. The conduct of an audit gives the firm a deep knowledge of the client, which enables it to provide well-informed, effective advice. Rather than starting from scratch, by briefing new people, it makes sense to build on that established relationship. It is because KPMG perceives that "this is what the client wants" that it now provides an integrated services team.

This aims to offer coherent advice coordinated through a "lead partner" who oversees all the dealings with that client. On top of that, according to Mr Simm, KPMG is becoming increasingly aware of the new business "issues", the environment, Europe, pensions reform and so on, which are coming over the horizon. Rather than waiting passively for them to erupt on their clients' doorsteps, KPMG aims to alert clients to their arrival and then "roll in the services on the back of that".

Underlying this proactive marketing drive is a sense of urgency that is running through all the Big Six. Concern over market share inspired the recent round of mergers, and senior management have clear business targets to meet.

Whether these targets are compatible with professional ethics will continue to be a key issue.

Mr Aldous argues that



Building on established relationships: Bob Simm, of KPMG Peat Marwick

where a client buys both audit and consultancy services from the same firm he can use the threat of withdrawal of the consultancy business as a lever to achieve the audit results he wants.

Brian Pomeroy, head of management consultancy at Touche Ross, disagrees. He maintains that no such dangers are likely. "I've never felt that this conflicts arise," he said. Only a minority of work comes from audit clients, and, to a large extent, the management consultancy business at Touche has a dynamic of its own.

The business logic of combining consultancy with accountancy is that the skills developed to serve audit clients can also be put to good use elsewhere. Because so many consultancy clients are non-audit, this preserves the objectivity of the auditors.

Roy Chapman, managing partner of Arthur Andersen (UK and Ireland), is confident about the continuing robustness of professional ethics. "It's a state of mind," he said, "which an auditor would impair at his peril."

Not long ago, Arthur Andersen separated our as distinct "strategic business unit" its own mainly information technology consultancy operation from its accounting services. This was for "efficiency and a better market focus", according to Mr Chapman, although industry watchers suspect that there was also considerable political motives involved.

What concerns Mr Chapman now, however, is that "bureaucratic regulation based on other, less advanced economies", might threaten the relationship between the two wings of the firm. There is growing unease that Brussels bureaucrats might want to bring Britain in line with other member states of the European Community and ban the type of integrated services that the Big Six have spearheaded so successfully in Britain. While the government backs the current situation, it might, Mr Chapman said, "be negotiated away in return for some other area of concern".

What also lies ahead is the variety of legal cases still hanging over the heads of the main firms. It is not inconceivable that, at the end of the day, the management consultants might decide it is too risky being linked to accountants. For them to leave or break away, taking the former audit clients with them, would be the final irony to this marriage of convenience.

Big Six fight for middle ground

CAN the Big Six maintain their dominance of the accountancy market or is their destiny to be like IBM, overhauled by smaller rivals?

The mergers (both successful and aborted) of the late Eighties showed that the massive multinationals are having to review constantly their positioning, and while there is now talk of further mergers among the largest firms, that may not necessarily suit the full gamut of their clients.

The obvious battlefield between the Big Six and their rivals is the middle ground, medium-sized client, with its smaller pics and owner-managed enterprises. The tendency during the Eighties was for these to gravitate towards market leaders. But the prolonged recession may thwart that trend.

As medium-sized clients look for cheaper audits, the smaller accountancy firms are presented with an opportunity to nip in and offer a similar service of service, but free of the frills and overheads that accompany larger practices.

In particular, there is an opportunity here for those many accountants who have trained with the Big Six but left in recent years to join or set up smaller practices. Benefiting from the training of their alma mater, they can reassure former clients of the Big Six that they will receive the level of service to which they are accustomed, but for a lesser fee.

David Lee is a partner with Rose Smith, a small firm in Newbury, Berkshire. He, his partners, and their managers all have Big Six credentials (Coopers & Lybrand Deloitte, Ernst & Young, or Arthur Andersen) and although he was unswayed in his praise for the quality of work done by the top firms, he said many of the smaller clients were looking for benefits that large firms may now find hard to provide.

Mr Lee said: "We are currently picking up clients who are leaving the Big Six for a variety of reasons. Perhaps the most frequently cited reason is the lack of continuity in staffing. The constant changeover in the people who actually do the audit is a source of irritation to the medium-sized client. Also, there is the question of price. There is no question that we provide a cheaper service and the clients get far more partner-involvement for their money."

John Heywood, who runs the London office of Price Waterhouse, does not share that analysis. In particular, he dismisses the concern over fees. "Where our hourly rates are more expensive than smaller firms it often means we are more cost-effective," he said.

On partner accessibility, he contends there is now a corporate culture, at least in Price Waterhouse, to ensure partners spend more time with clients. But the Big Six's real strength stems from size

EDWARD FENNELL

and status. "There is no question that we are one big step ahead of the smaller firms in terms of the quality of people we have," Mr Heywood said. "We have the ability to deploy world class specialists on narrow areas and we have industry sector expertise which is unrivalled. And, of course, we have the worldwide network for our international clients."

Even Mr Heywood concedes, however, that if the client is satisfied with the service of a smaller accountant there may be no sense in switching. The real issue lies in determining at what point it becomes a necessity to have access to the resources of one of the Big Six.

Grant Thornton, for example, is clear its marketplace is the "growing owner-managed company". Its services are geared, and staff trained, specifically to meet the needs and demands of clients in that category. It has no qualms about acknowledging some clients will outgrow what it has to offer.

Anne Baldwin, of Grant Thornton, added: "It's very important to have a clear idea of one's marketplace. By stretching themselves over such a wide range of types of client I sometimes wonder whether some of the other national and international accountants are really clear about where their market lies."

EDWARD FENNELL

ANOTHER BUSINESS

Budget tips

RETAIL is detail, so they say, and it was attention to the minutiae that won J Sainsbury, the supermarket chain, the Annual Award for Published Accounts — large company category — at the Guildhall yesterday. The awards are made by the Institutes of Chartered Accountants and the London Stock Exchange and they represent an important gesture towards popular capitalism by encouraging companies to make their annual accounts as accessible as possible to the non-specialist. Unfortunately, there aren't many sets of accounts these days that make particularly pleasant or cheerful reading. The clearer they are, the more fraught the experience. That is probably why no award has been made this year in the small company category. The institute in England and Wales said: "All the entries were much of a muchness, there was nothing outstanding." This is another case, it would seem, of disappointment on the bottom line.



Low profile

KATHLEEN O'Donovan, who moved from the BTR audit team at Ernst & Young last year to become finance director of the top twenty manufacturing conglomerate, has, not surprisingly, been placed on the shortlist

Scots ICA tackles problem of blame

BACK in 1979, the last time the topic of corporate governance was fashionable, Lord Cadogan made his memorable observation: "The trouble with British companies is that the directors mark their own examination papers." That was true then and it is true now.

However, it is equally true now that a head of steam has built up to change the culture of corporate governance in this country. One example is the Cadbury committee, which will provide proposals on the main issues in May.

In the meantime, a working party of the Institute of Chartered Accountants in Scotland, set up in the pre-Cadbury days, has just reported on "Corporate Governance — Directors' Responsibilities for Financial Statements".

In the current debate, it makes an extremely useful contribution and tackles the Cadbury point head-on. What the working party set out to do was provide thoughts and recommendations on the three areas of directors' responsibilities for financial statements, internal control systems and audit committees. Probably the key point about the working party was that it was headed by the ubiquitous Nigel Macdonald of Ernst & Young. As well as being the institute's senior vice-president, he is also on the Cadbury committee, the Auditing Practices Board and the review panel of the Financial Reporting Council. The result is that the message that directors have serious responsibilities to fulfil is being fed into the debate at many different levels. This report is already of the Cadbury approach and its line of thought is expected to be mirrored in the

fairness of the statement came under the watchful eye of the auditors.

But the wording the report suggests as a guide is legalistic and far from being as direct as the average shareholder needs. The report also prints some examples of how this system works in other countries. The vigorous opening of one of the American examples hits the mark. It says: "Management is responsible for the preparation and integrity of the company's financial statements." There is a solid feel of the unequivocal about that.

Perhaps more important is the suggestion in the report that it might be a salutary lesson for directors to have to positively satisfy themselves that the company they are

at present, the law says that the accounts should be based on that presumption unless the directors know it to be false. The report takes a more positive stance.

"We recommend," it says, "that directors should be required to take such steps as are necessary to satisfy themselves that it is reasonable to assume that the company will continue as a going concern, or to make appropriate disclosure." Properly explained to the board by its legal adviser, such a proposal ought to cause more than a few knees to knock. The problems with all this and also with the proposals on greater enforcement and disclosure of internal control systems and the expansion and toughening of the roles of audit committees, which the report advocates, is that it is hard to see it coming to pass. Company directors dislike controls. Governments dislike company legislation. Add to that, for example, the obvious shortage of tough and witty characters who could serve effectively on audit committees and you find you have come up with a solution that runs into severe practical difficulties.

The report also tackles the hidden battle between auditors and directors over who should take the blame for everything from minor hiccups to major disasters. For years, the auditors, being the only people with insurance, and therefore, deep pockets, have been sued after a company collapses.

As a result, company directors have been happy to allow the popular belief to flourish that auditors are generally to blame for anything that goes wrong rather than the board of directors that actually ran the company.

There are anecdotal examples that support both sides of this argument. There is little doubt, however, that the pendulum of perceived responsibility has swung far too far from the directors.

So, this report advocates pushing it back. There are two points here. First, it wants a statement from the directors, which would make their legal responsibilities plain. This would be printed beside the auditors' report and would be flagged in the full directors' report. This would ensure that the truth and

• The author is Associate Editor of Accountancy Age.

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Ryder Cup transforms a golfer's ambition

Feherty is ready to go in search of a silver lining

BY MITCHELL PLATTS, GOLF CORRESPONDENT

TO MOST aspiring golfers, winning the Open Championship is the ultimate in the game but it is only now, after 16 years as a professional, that David Feherty regards it as an ambition.

"It took me the best part of those 16 years to get into the Ryder Cup and playing against the Americans last year changed my philosophy," Feherty, aged 33, said. "In the past if you offered me a million pounds or the Open title then I would have taken the money. Today, I would take the Open."

Feherty can point to the moment a piece of silverware became more important to him than the number of roughs at the end of his bank statement. It came at the 14th hole in the afternoon foursomes on the first day at Kiawah Island.

"I hit a metal wood, a magnificent shot if I say so myself, to eight feet behind the hole and made the putt for a two," Feherty said. "I was totally drained walking to the next tee and I thought to myself: 'We're not even playing for any money here, which is supposed to be why I play golf, and here I am, totally and physically exhausted.'

"The point is, there is nothing



Feherty: new outlook

Olazábal aims to enjoy sweet spell

FROM MEL WEBB IN VALENCIA

THE two leading characters in the Mediterranean Open, which starts at El Bosque near here today, come to the tournament in vividly contrasting moods. José-Maria Olazábal thinks he might have to shoot 12 under par to win, and fancies his chances of doing it. Ian Woosnam, on the other hand, says his own game is in such poor shape that he is much more likely to be 12 over come Sunday.

To Olazábal first. He says that his confidence is high following his victory in the Tenerife Open last week. He described his golf there as just about perfect, and since he is not a man given to hyperbole, he must be pretty happy.

Woosnam, in contrasting fashion, is just about as an-

noised with his form as it is possible to be.

It all stems, apparently, from his putting. His right hand is coming into the stroke too much, and he is pulling the ball to the left. The more he tries to straighten it, the worse it gets, and if the putting is wrong, everything else goes out of the window as well. He is not, it is fair to say, a happy man.

The Welshman is defending the title he has won in the two years it has been staged. If he were to win here, it would be the first time since the 1950s a European tournament has been won three years in succession by the same player. If Woosnam is to be believed, it is not likely to happen. We shall see.

Olazábal, on the other hand,

is not so sure. He says that his confidence is high following his victory in the Tenerife Open last week. He described his golf there as just about perfect, and since he is not a man given to hyperbole, he must be pretty happy.

Woosnam, in contrasting fashion, is just about as an-

SPORTS LETTERS

Consistency needed in rugby refereeing

From Dr J. B. Evans

Sir. The home rugby unions should do all they can to help the French regain their composure after the events at Parc des Princes. The alternative is to cancel fixtures as happened in the 1930s.

An important way to help would be to have referees who speak French fluently, with an ability to converse rather than just to issue commands. Clive Norting and many other top referees talk to the players and this makes for understanding and helps to maintain the spirit of the game.

You reported (February 18) that a South African will referee France's last two internationals this season. It seems absurd to give any one country the same referee twice in consecutive matches. Should Mr Burger's southern hemisphere interpretation upset the French, it will not help that he will be refereeing them again a fortnight later.

Following the foul play with

which Stephen Hilditch had to deal in the match against England, it would have been inflammatory for him to referee France again two weeks later. Let us hope that Mr Burger is not placed in a similar position.

Yours faithfully,
J. B. EVANS,
Orchard Hill,
Crusoe Road,
Berkhamsted, Hertfordshire.

From Mr Comte de Sully

Sir, In this small village, we have no English newspapers, but I saw on television the rude things some English newspapers wrote about the match between France and England.

I agree our French team was unfair, nasty, hateful on that Saturday, but we say in French: don't look for a piece of straw in someone's eye when you have a log in yours.

Of course, our rugby players have been severely punished. I think they should not be allowed to play rugby for

spent in other ways. Whatever the reason, disabled bowlers from all over the world are to be denied the opportunity of bringing back the medals, after years of dedication, having already overcome mountains to gain access to games in order to achieve the standard required to represent their country.

The British Wheelchair Bowls Association believes these sportsmen and women should be given that opportunity and has found that facilities already exist in Spain, with nearby wheelchair-accessible accommodation. We therefore propose to hold a wheelchair world bowls championships in Spain, in October. Its success will depend on the support we receive.

Yours faithfully,
ROBERT COWAN,
Rake House,
Burton-in-Wirral,
Cheshire.

LETTERS

Downward incline

From Mr Peter Nuorto

Sir, I was bitterly disappointed with the Winter Olympics. Talk about downhill all the

I am quite ashamed after seeing what happened and I apologise for what they did. But there is no reason for some of you to be so rude. France is not responsible for two or three nasty boys!

Yours sincerely,
DE SAILLY CANDAU,
Mont Seligae,
71170 Saint Igny de Roche,
France.

From Mr Robert Cowan

Sir, Professor Clayton (January 30) expressed alarm about the increase in violence on the rugby field. He quoted a few case histories and the apparent indifference of the game's administrators.

We have at last had in Paris a referee who had the extreme courage to take unpleasant but necessary decisions. He seems to have had the support he deserves, even if somewhat grudgingly from the French.

Howls from some quarters about the disgrace to French rugby and the need to clean up their game are true enough, but miss the point that the malaise is not confined to the French, who just happen to suffer the effects of a long overdue reaction.

There are players in other five nations teams in games this year who could well have been disciplined if desirable standards had been imposed.

It is to be hoped that Mr Hilditch has set an example that will be followed and supported, so that players in all countries and at all levels will know exactly what will follow if they descend to the practices that have recently marred the game.

Yours truly,
ROBERT COWAN,
Rake House,
Burton-in-Wirral,
Cheshire.

Sound planning

From Mr Mark L. Shore

Sir, I was astonished by the reaction of your Football Correspondent, Stuart Jones, to the team picked by Graham Taylor to play France (reports, February 19 and 20).

The choice of team, and the reasoning behind the choice, looked like a good example of sensible forward planning.

The placing of Gary Lineker on the substitutes' bench was a part of that planning and, far from being an "extraordinary omission", I would say that it was Jones' reaction which was "extraordinary".

Yours faithfully,
MARK L. SHORE,
73 Wooburn Manor Park,
Wooburn,
High Wycombe,
Buckinghamshire.

Cricket viewers let down

From Mr Peter Herring

Sir, Does someone at the BBC hate cricket? I thought the writing was on the wall during the recent Test series in New Zealand when highlights of the games were screened at 5pm, meaning that working people like myself couldn't watch.

This, of course, pales into insignificance compared with the decision to leave BSkyB to walk away with the sole rights to screening the World Cup. With England fielding probably its strongest ever one-day side, I and millions of others are denied the opportunity of witnessing this event. We can watch a whole gamut of obscure events in the Winter Olympics; we can even see the American football Super Bowl live (on Channel 4).

What we are experiencing is that well-known Thatcherite "freedom of choice".

Yours faithfully,
PETER HERRING,
32 Cave Court,
Widder Street,
Bristol 2.

Better service

From Mr Karl Pike

Sir, Your Tennis Correspondent (February 24) raises, yet again, the problem of how to deal with the scourge of tennis matches that are ruled, and some would say ruined, by the service act.

There must surely be some vested interest here that I for one cannot fathom, so obvious and simple is the answer: do away with the second service.

The risk of losing a point for a very fast service would then be not worth the taking, and, if it was, the inaccurate server would very soon learn his lesson.

Yours etc.,
K. B. PIKE,
534 High Road,
Leyton, E10.

From Mr T. W. Kidd

Sir, A solution could be to

provide men's professional

tennis players with a new

service line a metre or so

behind the existing baseline.

which we were assured that satellite television would bring. I have the freedom of choice either to pay £250 and erect an unsightly appendage to the outside of the building, or not to watch it.

In the 1987 World Cup I had the freedom to simply switch on my television and watch it. All this in a country where the prime minister is a self-professed cricket fan. In John Major's anster and recession-ridden Britain, I suppose we are meant to huddle around the wireless and dream of the good old days. The citizen's charter clearly doesn't extend to the world of cricket.

Yours faithfully,
PETER HERRING,
32 Cave Court,
Widder Street,
Bristol 2.

The resulting slowdown in

the service would surely lead

to many more rales and

greater spectator appeal.

A deeper service line for men would also make mixed doubles more enjoyable in the amateur game.

Yours sincerely,
TIMOTHY KIDD,
Burch's,
Sheepwash Lane,
Lavant,
Chichester,
West Sussex.

No contact

From Mr Julian Irving

Sir, I refer to the Sport on Television review (February 19) and suggest the following — in addition to an American footballer — as never touching the ball: a midfield player for Cambridge United.

Yours faithfully,
J. IRVING,
26 Arden Road,
Dorridge,
Solihull,
West Midlands.

From Mr T. W. Kidd

Sir, A solution could be to

provide men's professional

tennis players with a new

service line a metre or so

behind the existing baseline.

Yours faithfully,

J. IRVING,
26 Arden Road,
Dorridge,
Solihull,
West Midlands.

THE inconsistency that has dogged Del Harris the England No. 4, through the past couple of seasons, surfaced again with a vengeance again in the Spanish Open championship here yesterday when he lost 15-11, 15-10, 15-7 in the first round to Anthony Hill of Australia, a player he might have assumed he left behind four years ago in Edinburgh.

Hill was the surprise package of that world junior championship, leading Australia to the team title and extending Harris's reign as the individual champion to the full five games.

While the tall Essex player prospered in his first seasons on the senior circuit, swiftly reaching the world top ten and developing an enviable commercial package, the Australian virtually disappeared into the endlessly demanding qualifying tournaments that preceded every big world tour event.

Hill now ranks twentieth in the world, only eight places behind Harris, and has frequently won titles such as the Australian Open and the World Cup.

Certainly the examination he made here of Harris's

court coverage and competitive will was too severe by far.

There were times when Del seemed to be hitting the sort of level he managed when beating Ross Norman and showing well against Rod Martin in the Welsh Classic last week. Hill said: "But then he would go for some cheap shot and let me back into the back."

The two have met only once since that 1988 junior final — in Malaysia two years ago when Harris won in four games. "I guess I have improved," Hill said. "But he wanted to win more than me."

Other English players seemed similarly lethargic against Australians in yesterday's early session. Stephen Meads lost in straight games to Tristan Nancarrow and Mark Cairns failed similarly against Rodney Eyles.

Only Bryan Beeson, the former England captain, progressed to the second round with a 15-12, 15-8, 15-6 win over Philip Larmer, an Australian qualifier.

RESULTS: First round: Jennifer Khan (Pakistan) 15-11, 15-12, 15-10; Bryan Beeson (Eng) v P Larmer (Aus) 15-11, 15-12, 15-10; S. Meads (Eng) v T Nancarrow (Aus) 15-11, 15-12, 15-10; M Cairns (Eng) v R Eyles (Aus) 15-11, 15-12, 15-10; Second round: M. Cairns (Eng) v D Harris (Aus) 15-11, 15-10, 15-7; S. Meads (Eng) v A Adams (Sp) 15-13, 15-11, 15-12; A. Adams (Sp) v S. Meads (Eng) 15-11, 15-12, 15-10; Third round: S. Meads (Eng) v D Harris (Aus) 15-11, 15-12, 15-10; Fourth round: D. Harris (Aus) v T Nancarrow (Aus) 15-11, 15-12, 15-10; Final: D. Harris (Aus) v T Nancarrow (Aus) 15-11, 15-12, 15-10.

FOOTBALL

7.30 unless stated

PONTINS CENTRAL LEAGUE: First division: Bradford v Halifax, 17.30; Academy Challenge Cup: First-round replay: Leeds v Warrington (8.0).

OTHER SPORT

BOWLS: World Indoor championships (Guilford Hall, Preston).

BOXING: British and Commonwealth flyweight titles: Andy Hollings (Liverpool) v Mark McKenzie (Leicester) (at Everton SC); European cruiserweight title: Dennis Andrade (Faro) v Alvaro Sanchez (Barcelona).

CRICKET: First Division: Derby (Derby) v Nottinghamshire (Nottingham).

NETBALL: First Division: Bedford (Bedford) v London (London).

STONES BITTER CHAMPIONSHIP: Second division: Sheffield v London (Cheadle).

SWIMMING: British Open (Derby).

TABLE TENNIS: British men's indoor satellite tournament (Croydon).



Following the sun: Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training

The art of blending science and sport

BY ANDREW LONGMORE

YESTERDAY, Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training. Following the sun: Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training. Following the sun: Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training. Following the sun: Judy Simpson soaks up the atmosphere of the Australian Institute of Sport, where she did her winter training. Following the sun: Judy Simpson soaks up the



and sport

THE TIMES THURSDAY FEBRUARY 27 1992

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Tug Of Gold weighted to win

FOLLOWING a satisfactory second to Auction Law at Hereford earlier this month Tug Of Gold is napped to go one better in the Forfar Gold Cup at Ludlow today in the hands of Richard Dunwoody.

That Hereford race was effectively Tug Of Gold's first test of the season because he had been pulled up on his only other start three months earlier after losing touch following a bad early mistake.

At Hereford, though, the David Nicholson-trained seven-year-old turned in a more positive performance. Although beaten seven lengths, he still finished a distance ahead of the remainder.

He was also trying to give

19lb to a highly-rated horse who had been leniently treated with only 10st 5lb. The enormity of that task came to light at Leicester on Monday when Auction Law, despite being raised 14lb by the handicapper, again won emphatically.

Instead of giving weight away as he was before, Tug Of Gold will now be receiving weight from his main rivals, headed by Killanboan.

Killanboan would be hard to beat if he were to run as well as he did in November when he was beaten three-quarters of a length and the same by Auntie Dot and Celtic Shot at Haydock. But his latest run on that same track was less

encouraging as he was beaten 40 lengths in fifth.

Romans Birthday is another who has disappointed recently since making a winning seasonal debut at Chepstow while Farneboe Boy finished some 18 lengths behind Tug Of Gold's stable companion Gambling Royal at Sandown last time.

Mountebor is not without a chance in this company having finished third at Leicester and Huntingdon.

But I feel the advantage lies with Tug Of Gold, who was

successful and Wincanton and Towcester last season before also acquitting himself well when second at Cheltenham and Worcester.

Having run the good-class hunter chaser Eastern Destiny to two lengths at Hereford first time out Trust The Gipsy is taken to the better of Celtic Leisure, Connate and Rose-Lane in the Aldon Novices' Hunters' Chase more especially now that he will be getting weight from them.

It should also pay to follow Jamie Osborne who rides Camelot Knight (2.00), Lake Mission (4.00) and Raify (5.00).

Camelot Knight and Raify, stable companions in

Henrietta Knight's Lockinge yard, can collect the Cleeth Novices' Hurdle and the Corvedale Novices' Hurdle respectively after being runner-up to horses of the calibre of Native Pride, who is unbeaten this season, and Halkopoulos.

Having beaten Errant Knight by three-and-a-half lengths at Ludlow three weeks ago, Lake Mission re-appears over the same distance in the Bromford Novices' Chase. Although Errant Knight is 6lb better off Lake Mission is taken to win again.

At Lingfield I expect the two most valuable races to go to Safety (3.15) and Caenachore (3.45).

Morley Street losing race to be fit for Cheltenham

BY MICHAEL SEELY

MORLEY Street, the reigning champion hurdler, has a less than 50-50 chance of being in the line-up at Cheltenham on Tuesday week for an attempt to retain his title.

Toby Balding was in bed with flu yesterday but Jonathan Geake, the assistant trainer at Whitcombe, said at Worcester: "It's not very hopeful. If the inflammation hasn't gone down by Friday night, so we can work him on Saturday, time will just about

have run out."

The inflammation in Morley Street's near-far developed on Monday night probably because the gelding bit his own leg. It is currently being dried out.

"We tried animalinex at any stage," said a disconsolate Neale Doughty. "He was never carrying me. I tried to go up alongside Scrut but I couldn't. He wouldn't have won after a mile. And it's not as though he was distressed or blowing afterwards."

Speaking from his Cumbrian headquarters, Gordon Richards said: "I can't understand it. He likes company, but he was always racing wide of the other horse. But we've still got our options open about the Champion and the Stayers' Hurdle."

Ladbrokes now offer 4-1 against Morley Street with the proviso of a run. Granville Again is favourite at 11-4 followed by 4-1 Royal Gait (from 9-2), 8-1 Fidway and Gran Alba, 10-1 Kribensis and 20-1 others, including Chirkpar.

Positive encouragement for Chirkpar, the conqueror of Morley Street at Leopards-town, came from the five-year-old's trainer, Jim Bolger. "I just can't understand why he's such a long price. To me he has much better than an each-way chance."

On the Gold Cup front, Pat's Jester was a bitterly disappointed favourite in yesterday's Westminster Minor Taxi Insurance Cavalier Chase. Starting at 13-8 on, the impressive winner of Haydock's Newton Chase was always struggling and, though staying on at the finish, was still two-and-a-half lengths adrift of Peter Scudamore and Star's Delight at the line.

Although yesterday's winner finished second in last season's Grand Annual Chase at Cheltenham carrying 11st 1lb the potential shown by Pat's Jester, previously a high-class hurdler, suggested that he should have been equal to the task.

"He was never travelling at any stage," said a disconsolate Neale Doughty. "He was never carrying me. I tried to go up alongside Scrut but I couldn't. He wouldn't have won after a mile. And it's not as though he was distressed or blowing afterwards."

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On the Gold Cup front, Pat's Jester was a bitterly disappointed favourite in yesterday's Westminster Minor Taxi Insurance Cavalier Chase.

Reveley's festival plans threatened by virus

will still take his chance in the Gold Cup."

Peter Scudamore was convinced Star's Delight would have secured a greater winning margin on faster going. "But on this sticky ground two-and-a-half miles is about the limit of his stamina," Scudamore said. Star's Delight is likely to run in a handicap at the festival, the target being determined by the going.

Both Corals and Ladbrokes have eased yesterday's beaten favourite from 12-1 to 20-1, odds which hardly seem generous. Ladbrokes have shortened Carville's Hill to 5-4 and then go 8-1 Kings Fountain and Toby Tobias, and 14-1 Docklands Express.

Hills are still prepared to offer 13-1 Toby Tobias and this price must surely represent outstanding each-way value. Of proven Gold Cup class, the now ten-year-old was only narrowly defeated by Norton's Coin in 1990.

Toby Tobias has always been considered to be a faster horse than last year's winner Garrison Savannah by both Jenny Pitman and her son, Mark. "His record proves that he's always been a pretty decent horse," said the trainer. "I was pleased with what he did at Windsor. It showed his mind was right. Now we've got to tighten the screws and get him spot-on physically on the day."

Sea Island, runner-up in four of her five races this season, finally had her moment of glory when completing a Pipe double under amateur Flo Monnier in the Mark Five Handicap Chase.

Jamie Osborne also completed a double on Kino, who quickened well to lead at the final flight to land the Jock Earl Westminster Handicap Hurdle, and Fanlight in the Taxinews Novices' Hurdle.



Richards: still keen to run Pat's Jester in Gold Cup

LUDLOW	
MANDARIN	THUNDERER
2.00 Camelot Knight	2.00 Coasting
2.20 Norfolk Thatch	2.30 Mighty Prince
3.00 TUG OF GOLD	3.00 Ronans
(map)	BIRTHDAY (nap)
3.20 Lava Falls	3.30 Castigliero
4.00 Lake Mission	4.00 Lake Mission
4.40 Celtic Leisure	4.50 Trust The Gypsy.
4.80 Trust The Gypsy.	5.00 Miss Equilia.
5.00 Raify.	

Briar Beel: 4.00 Celtic Leisure.

The Times Private Handicapper's top rating: 4.30 TRUST THE GYPSY.

GOING: GOOD (GOOD TO FIRM IN PLACES)

2.00 CLEE HILL NOVICES HURDLE (£1,553; 2m 5f) (17 runners)

1	81-11 DAGAZ 41 (G) (D Jones) J Edwards 6-11-10.	N Williamson	78
2	82-11-12 DOLPHIN 18 (G) (D Jones) J Edwards 6-11-10.	R Ward (7)	87
3	400052 BOLD IMP (G) (M Herdman) K Morris 7-11-10.	W Morris	87
4	0800 BRAWNELL BRODIE 94 (C Brooks) C Brooks 7-11-10.	O Bradbury	87
5	0800 CAMELOT BLUE 14 (M Leighton) M Twiston-Davies 5-11-10.	S Cowley	87
6	4-600 CAMELOT KNIGHT 71 (M L Drieth) M Knaggs 6-11-10.	J Osborne	88
7	8-000-000 CORSES COLE 22 (G) (Pronkert) G Biddulph 6-11-10.	J Frett	88
8	9-000-000 GRIFFITH BROOK 20 (D McCarr) G Edwards 7-11-10.	M D Jones	88
9	10-000-000 JET 18 (T Welfare) C Peppin 6-11-10.	D Leahy (7)	88
10	11-000-000 KELLY OWENS 51 (M Stenhouse) N Stenhouse 7-11-10.	P Leech	74
11	11-004-049 LADY'S LANE 18 (G) (D Jones) N Stenhouse 7-11-10.	R Guest	74
12	12-000-000 MARY TATE 18 (G) (P Roper) J Neeson 7-11-10.	R Morris	88
13	12-004-054 SLEVENAMADDOY 3 (Mrs T Tait) M Bardsley 6-11-10.	N Mann	88
14	12-004-054 SLEVENAMADDOY 3 (Mrs T Tait) M Bardsley 6-11-10.	D Morris	88
15	12-004-054 KINGSLY 81 (P) (M Stenhouse) M Stenhouse 6-10-10.	D Morris	88
16	12-004-054 POPPY CHARM 24 (G) (Pronkert) G Peppin 6-11-10.	D Morris	88
17	12-004-054 TROTTIE 18 (G) (D Jones) R Currie 6-11-10.	D Morris	88
18	12-004-054 TROTIE 18 (G) (D Jones) R Currie 6-11-10.	H Green	88
19	12-004-054 TROTIE 18 (G) (D Jones) R Currie 6-11-10.	H Green	88

BETTING: 1-8 Camelot Knight, 4-0 Poppy Charm, Cobblers Coaster, 14-1 others.

1991: SALAMANDER 10-11 R Dunwoody (11-1) D Nicholson 14 ran

FORM FOCUS

DAGAZ beat Megs Blue 1st in an 11-runner novice chase at Catterick (2m, good). CAMELOT KNIGHT 2nd, TROTIE 3rd, TROTIE 4th, TROTIE 5th, TROTIE 6th, TROTIE 7th, TROTIE 8th, TROTIE 9th, TROTIE 10th, TROTIE 11th, TROTIE 12th, TROTIE 13th, TROTIE 14th, TROTIE 15th, TROTIE 16th, TROTIE 17th, TROTIE 18th, TROTIE 19th, TROTIE 20th, TROTIE 21st, TROTIE 22nd, TROTIE 23rd, TROTIE 24th, TROTIE 25th, TROTIE 26th, TROTIE 27th, TROTIE 28th, TROTIE 29th, TROTIE 30th, TROTIE 31st, TROTIE 32nd, TROTIE 33rd, TROTIE 34th, TROTIE 35th, TROTIE 36th, TROTIE 37th, TROTIE 38th, TROTIE 39th, TROTIE 40th, TROTIE 41st, TROTIE 42nd, TROTIE 43rd, TROTIE 44th, TROTIE 45th, TROTIE 46th, TROTIE 47th, TROTIE 48th, TROTIE 49th, TROTIE 50th, TROTIE 51st, TROTIE 52nd, TROTIE 53rd, TROTIE 54th, TROTIE 55th, TROTIE 56th, TROTIE 57th, TROTIE 58th, TROTIE 59th, TROTIE 60th, TROTIE 61st, TROTIE 62nd, TROTIE 63rd, TROTIE 64th, TROTIE 65th, TROTIE 66th, TROTIE 67th, TROTIE 68th, TROTIE 69th, TROTIE 70th, TROTIE 71st, TROTIE 72nd, TROTIE 73rd, TROTIE 74th, TROTIE 75th, TROTIE 76th, TROTIE 77th, TROTIE 78th, TROTIE 79th, TROTIE 80th, TROTIE 81st, TROTIE 82nd, TROTIE 83rd, TROTIE 84th, TROTIE 85th, TROTIE 86th, TROTIE 87th, TROTIE 88th, TROTIE 89th, TROTIE 90th, TROTIE 91st, TROTIE 92nd, TROTIE 93rd, TROTIE 94th, TROTIE 95th, TROTIE 96th, TROTIE 97th, TROTIE 98th, TROTIE 99th, TROTIE 100th, TROTIE 101st, TROTIE 102nd, TROTIE 103rd, TROTIE 104th, TROTIE 105th, TROTIE 106th, TROTIE 107th, TROTIE 108th, TROTIE 109th, TROTIE 110th, TROTIE 111th, TROTIE 112th, TROTIE 113th, TROTIE 114th, TROTIE 115th, TROTIE 116th, TROTIE 117th, TROTIE 118th, TROTIE 119th, TROTIE 120th, TROTIE 121st, TROTIE 122nd, TROTIE 123rd, TROTIE 124th, TROTIE 125th, TROTIE 126th, TROTIE 127th, TROTIE 128th, TROTIE 129th, TROTIE 130th, TROTIE 131st, TROTIE 132nd, TROTIE 133rd, TROTIE 134th, TROTIE 135th, TROTIE 136th, TROTIE 137th, TROTIE 138th, TROTIE 139th, TROTIE 140th, TROTIE 141st, TROTIE 142nd, TROTIE 143rd, TROTIE 144th, TROTIE 145th, TROTIE 146th, TROTIE 147th, TROTIE 148th, TROTIE 149th, TROTIE 150th, TROTIE 151st, TROTIE 152nd, TROTIE 153rd, TROTIE 154th, TROTIE 155th, TROTIE 156th, TROTIE 157th, TROTIE 158th, TROTIE 159th, TROTIE 160th, TROTIE 161st, TROTIE 162nd, TROTIE 163rd, TROTIE 164th, TROTIE 165th, TROTIE 166th, TROTIE 167th, TROTIE 168th, TROTIE 169th, TROTIE 170th, TROTIE 171st, TROTIE 172nd, TROTIE 173rd, TROTIE 174th, TROTIE 175th, TROTIE 176th, TROTIE 177th, TROTIE 178th, TROTIE 179th, TROTIE 180th, TROTIE 181st, TROTIE 182nd, TROTIE 183rd, TROTIE 184th, TROTIE 185th, TROTIE 186th, TROTIE 187th, TROTIE 188th, TROTIE 189th, TROTIE 190th, TROTIE 191st, TROTIE 192nd, TROTIE 193rd, TROTIE 194th, TROTIE 195th, TROTIE 196th, TROTIE 197th, TROTIE 198th, TROTIE 199th, TROTIE 200th, TROTIE 201st, TROTIE 202nd, TROTIE 203rd, TROTIE 204th, TROTIE 205th, TROTIE 206th, TROTIE 207th, TROTIE 208th, TROTIE 209th, TROTIE

THURSDAY FEBRUARY 27 1992

Government pledges £55m for Manchester

BY DAVID MILLER

JOHN Major yesterday threw his hat into the Olympic arena. The Conservative government's immediate commitment of £55 million to Manchester's construction facilities in the bid to host the Olympic Games has transformed the global race for 2000.

Politically, the prime minister has set rolling a programme that can reward, not just British sport, but the social environment of the northwest.

The International Olympic Committee (IOC), and the five representative votes from both the collective international sports federations and the national Olympic committees, now face a choice substantially realigned by the massive modernisation that urban Manchester can promise. Sir Arthur Gold, chair-

man of the British Olympic Association, called the prime minister's intervention "the most heartening statement British sport has heard since 1948", the year Britain last hosted the Games.

"We are at square one, for the first time we are properly on the playing board," Bob Scott, Manchester's chairman, said last night. "The bid starts here."

The British campaign can offer tradition and history, together with a guaranteed legacy for future sport, whether or not it is successful in next year's vote in Monte Carlo.

The prime minister, speaking outside Downing Street, said: "We will also give full ministerial and diplomatic support, both here and abroad. If the bid is successful, we will contribute to the provision of those facilities which will be needed for the Olympic Games. This bid



must not be looked at in isolation. The aim is not only to win the Games for their own sake, but to use them to spearhead the regeneration of east Manchester."

Under new public relations direction, Manchester will set about informing IOC members that they will be offered a bid substantially advanced from that for 1996; that in the coming 18 months the IOC is invited to inspect a bid that has shifted from green fields west of Manchester to urban east Manchester and a redevelopment comparable

to Barcelona's regeneration for this summer.

A velodrome and indoor arena will be taking shape by the time of the vote; and the site will be prepared for a main stadium—an update of the 1972 stadium in Munich—that both Manchester football clubs are interested in using, and Wembley fancies managing.

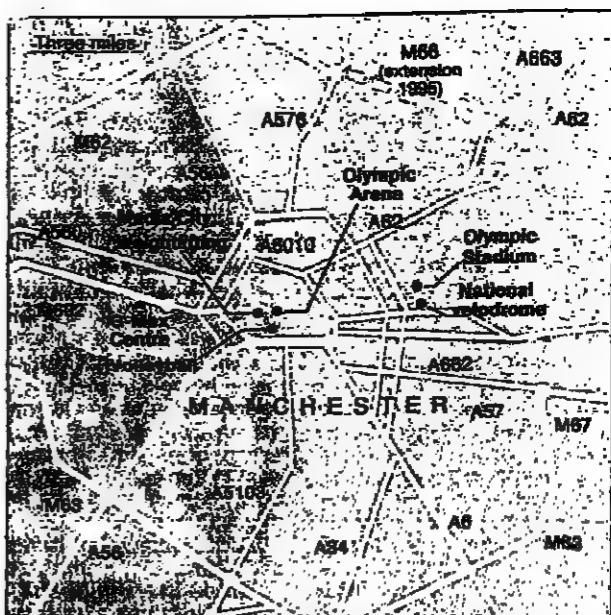
Manchester's budget is for £1.2 billion on facilities and £4 billion on regeneration. This directly compares with Barcelona's expenditure on sites and infrastructure.

Major called Manchester's bid "a mouth-watering millennium prize". A clear commitment has been given that the government will help meet the objectives for 2000 if the bid succeeds. Graham Stringer, the Labour leader of the Manchester council, said that planning research already completed would ensure that facilities met long-term requirement and would not be derelict when elephants. "It cannot be often," Stringer said with a smile, "that a Labour council leader would be shaking hands with a Conservative prime minister at Downing Street a few weeks before a general election."

Yesterday's meeting included Michael Heseltine (environment minister), Kenneth Clarke (education) and Chris Patten. The government will not impose its own financial management, but has been invited to have a presence on the executive committee. Heseltine yesterday observed that premature completion of the main stadium could forfeit maximum modernisation for 2000. It is evident that the government has an exact measurement of the consequences of staging the Games.

It should now be possible for Manchester to convince the IOC that it will be the most coherent European bid. If Manchester can substantially improve public relations—the critical factor with the subjective IOC—the city can capitalise on the environmental but distant attraction of Sydney, and the slightly unfashionable bid of Peking. Inexperienced Brasilia, capital of a financially weak country, must be rank outsiders.

Now that controls should have eliminated any attempted corruption by a tiny minority of IOC members, and rationalisation of the voting system should have been ratified at the Barcelona Games, Manchester is in an equal race in which it can perhaps prove more equal than most. The Labour Party has stated that it would fulfil any commitment made by the present government if elected.



Cinema: Geoff Brown reviews *The Double Life of Véronique*, *The Last Boy Scout*, *The Man in the Moon*, *Shadows* and *Cross My Heart*

Puzzling over life's mystery

Here is a Rubik's Cube of a movie: Kieslowski's *The Double Life of Véronique* (15, Curzon Mayfair). You turn it this way, you turn it that, always hoping that scenes will click into shape and the puzzle will be solved. This never happens, but do not despair: the director who soared into the top league with his *Ten Commandments* cycle seems incapable, at the moment, of perpetrating a boring shot. Every image, and sound is finely honed: each turn of the cryptic tale about identical girls — one Polish, one French — invites passionate thoughts about life, love and death.

The first half-hour pursues the intense life of Véronique, a Polish girl in her early twenties, with a soprano voice that could cut diamonds and a malfunctioning heart. "She's dead," comes the cry when she collapses at a concert; then earth is thrown into her grave. Enter Véronique (played by the same radiant actress, Irène Jacob), a Parisian music teacher with marching personal ties, the same gift for singing, and another weak heart. Véronique's life serves her as an example and warning, much like the Biblical precepts hovering behind the moral dilemmas of the *Ten Commandments*.

But the ties that bind these ladies go beyond character details. In both sections, an old, bent woman shuffles down a street; other echoes hover on the subliminal. Working with several key collaborators (including writer Krzysztof Piesiewicz and cameraman Sławomir Idziak, who gave *A Short Film About Killing* its eerie, billowing colour), Kieslowski creates an extraordinary atmosphere. You can almost smell the mystery of life.

Occasionally, he pushes the mystery too far. The puppeteer Alexandre, who sends Véronique baffling gifts of an audiotape and a shoebox, might have chosen simpler ways of pursuing a romance. But Irène Jacob, winner of the Best Actress prize at Cannes last year, is unfazed: she shines magnificently in a difficult part, alert to every exterior and interior force surging through her heroine.

The French-Polish co-production is Kieslowski's first international venture: product both of his burgeoning prestige and the Iron Curtain's collapse. One casualty is the dense social detail of his Polish films: for some, a texture of symbols and echoes may not be enough compensation. But there can be no doubt of Kieslowski's great gifts. This is uncompromising, high-voltage cinema.

The excitement offered by *The Last Boy Scout* (18, Cannon Haymarket, MGM Trocadero) are rather different. Exploding cars, suitcases and brains. A bloody contretemps with helicopter blades. Dialogue that leaves no witicism unturned (fadratic to interloper: "I trust you're alone"; "No, I got the Vienna Boys' Choir with me").

Hollywood spent the record sum of \$1.75 million to acquire the script by Shane Black, author of *Lethal Weapon*. His new opus slavishly follows the same formula. Bruce Willis, decorated with permanent stubble and a growing array of facial cuts, portrays an LA private eye gone to seed, following a trail of corruption in professional football and politics. His sidekick — there always is one — is Damon Wayans, a stand-up comic broadening his range.

Tony Scott, veteran of *Top Gun*, and many commercials, proves the perfect director for Black's blood, bullets and wisecracks. Give him interior and net curtains or overhead fans, and he will fashion the prettiest pictures. But give him a car to explode, a body to perforate, and his day is made. Scott pushes everything to the limit, and the actors happily join in the frenzy. Saturday night audiences may be delighted; Baden-Powell would be appalled.

The Man in the Moon (PG, MGM Trocadero) turns the clock back not merely to rural Louisiana in the 1950s (the story's location), but to gentler times when films retained a humanistic soul: characters glowed with health, and teenage sex never advanced beyond a little gambo. By the old mill stream, Freddie Francis's sun-kissed photography

immediately sets the tone: this is an idyll.

Veteran director Robert Mulligan (see interview, below) wanted the tale of teenage sisters in love with the same boy-next-door to "resonate like a Chekhov short story". Surface clichés prevent this happening — although, deep down, the depiction of family relationships remains honest.

Dani Trant, aged 14, develops a crush on the 17-year-old Court. Once elder sister Maureen catches sight of him, Dani's feelings get trampled. It would be invidious to explain how, though by the end two gravediggers are needed: they are, as it happens, the only black characters, glimpsed for a handful of seconds.

Unknown players take pride of place. Reese Witherspoon and Emily Warfield, the bosom sisters who become rivals, try hard, but never quite set the screen alight. For that, we must turn to character players, especially Sam Waterston (the girls' father). If they awarded Oscars for the best biter-back of emotion, this man would win hands down.

Jean-Paul Sartre has absolutely nothing to do with existential psychoanalysis! Also, they do not write dialogue like that anymore. But in the late 1950s, when John Cassavetes and a young team of actors created *Shadows* (18, ICA Cinema), his first film as a director, it seemed part of the landscape. This semi-plotless foray into the lives of New York bohemians rejuvenated American cinema, and blazed a trail that many filmmakers, from Henry Jaglom to Spike Lee, gladly followed.

The years have removed some lustre as with other scripts forged through improvisation, not all the words convince. But the film is forceful, sympathetic and drenched in period flavour: from Charlie Mingus's plaintive saxophone to the glimpse of Dean Martin's name on a cinema marquee. Four other Cassavetes films — *John Shadows* in the ICA Cinema's tribute to a protean talent, too little mourned, and too quickly forgotten, since his death in 1989.

Enigmatic puppeteer and suitor: Philippe Volter as Alexandre in Krzysztof Kieslowski's *The Double Life of Véronique*

La Fracture du myocarde, Jacques Fansten's modest drama about children concealing a mother's death from the authorities, has won many hearts. Steven Spielberg plans a Hollywood remake. The attractions for the director of *E.T.* are obvious. But for flintier souls, Fansten's film — brought into Britain as *Cross My Heart* (PG, Curzon Phoenix) —

exercises a charm as wan as the present print's bleached colours.

The corpse, a single parent, is the mother of Martin, a mischievous lad with loyal friends, terrified of being sent to an orphanage.

Fansten, veteran of several television films about children, feels

obvious sympathy for the chil-

dren's plight, but shovels the

images with dull abandon onto the

screen. Sylvain Copans cuts a piquant figure as the bereaved kid (imagine a dormouse with a crew-cut); the rest make barely a dent.

Finally, *Men of Respect* (18, Cannon Tottenham Court Road), filmed in 1989; a lively but doomed attempt to pitchfork *Macbeth* into today's New York underworld. John Turturro and Katherine Borowitz go into overdrive as

Mike and Ruthie Battaglia, the surrogate Macbeths; Rod Steiger is the first corpse. But the script's parroting of Shakespeare ("If it's gonna get done, it's better done quick") prevents the film standing on its own feet. The writer-director is William Reilly, a professor at New York University. Indeed, *Men of Respect* feels more a piece of homework than a movie.

When Brandon Tartikoff, as Paramount Pictures' new production head, vows to make films for "people too young to rent a car", it becomes clear that Hollywood's infatuation with the youth market is set to continue. For that is where the money lies. Last year's top box-office earner in North America was *Terminator 2: Judgment Day*. Thrill-seekers slapped down \$204.3 million to see Arnold Schwarzenegger's good robot stride through a special effects bonanza and work a bad robot who could turn himself into checkerboard flooring and walk through iron bars.

Given America's recession, we should perhaps be thankful that \$204.3 million was spent anywhere. But by assiduously courting the mass youth market with noise, speed and cartoon violence, Hollywood is driving away the mature audiences who like their fun but also take their brains to the movies. These days, in Hollywood's distorted demographics, you are middle-aged at 25.

Film-makers can also get

Too subtle, too bold and too old

Geoff Brown on how Hollywood's obsession with youth means that veteran directors are sidelined

pushed to the sidelines by changes in fashion. Take a gentle, sensitive, well-seasoned director like Robert Mulligan, a recruit from American television's "golden age" who first worked in Hollywood in 1957, and rode high during the 1960s with *To Kill a Mockingbird*, *Love With the Proper Stranger* and other ventures produced by Alan J. Pakula.

Now 65 years old, Mulligan finds it increasingly hard for himself and his species to keep in work. "Whether you call us humanists or traditionalists, it's getting tougher for all of us — the quiet storytellers — to find a place. There's no question."

Asked if he is working on anything currently, he replies plaintively, "I'm working on trying to find something to do." He is searching, he says, for a "people picture": a story shaped by believable characters and real life's niggles, not a formula script shaped for a specific star or a showcase for the special effects wizards.

Still, Mulligan remains one of the lucky ones: 18 months ago, he was busy completing *The Man in the Moon*, his 20th film, and reviewed above. In line with Tartikoff's pronouncements, the lead characters are under the car-rental age barrier of 21; but Mulligan admits that to tough inner-city kids, the teenage girls of *The Man in the Moon* might have come from the moon itself.

The film appears a little soggy compared with the director's best work; yet at least Mulligan found employment without debasing his beliefs or his craftsmanship.

Other directors of the same

generation, with long careers

but few recent successes, are not so lucky.

Some put their hand to unworthy ventures or enter early retirement. Stanley Donen, who delighted the world with *Singin' in the Rain*, has not been heard from since *Blame It on Rio*, eight years ago; while Arthur Penn, whose *Bonnie and Clyde* and *Little Big Man* made him the intellectuals' darling, seems to have suffered a total artistic eclipse. His last film is *Penn and Teller Get Killed*, a barely released vehicle for an American comedy team. Year after year, Blake Edwards keeps ploughing ahead, but with randic sex farces that help reinforce the reputation he built with the early *Pink Panther* comedies and *Days of Wine and Roses*.

For directors in their seventies or beyond, carpet slippers and the golf course beckon. Billy Wilder, now 85, put their problems in a nutshell in his interview with Volker Schlöndorff, recently transmitted on BBC. "I know I can make the film, physically and mentally, what I can't is the deal." Stanley Kramer (78), has spent the past five years watching plans for films about Chernobyl, Beirut and Lech Walesa crumble. Years of silence or frustration are nevertheless preferable to something like *Roofers*, his last film being *Penn and Teller Get Killed*, a barely released vehicle for an American comedy team. Year after year, Blake Edwards keeps ploughing ahead, but with randic sex farces that help reinforce the reputation he built with the early *Pink Panther* comedies and *Days of Wine and Roses*.

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In today's media-driven world, the director with the loudest voice and the sharpest profile gets noticed. You need to be belligerent, obsessive, given with anger, or hot from Cannes aged 22; you need to be a 90s radical who never grew up, a Peter Pan with zillions of dollars, or a flamboyant egomaniac who keeps

going bankrupt. Baseball caps, waving hands and a bushy beard are also useful. Place Mulligan beside Coppola, Spielberg, Spike Lee or Oliver Stone, and you see the difference. He looks like a parish priest. After careful preparation, he makes his films without tantrums or needless expense. He starts at 8am, finishes shooting at 5pm, and rarely uses more than three takes. His aim is to get the job done, but not to be noticed doing it.

From a public relations point of view, this spells death. While the studio system remained relatively intact and the industry's finances secure, the quiet storytellers could still operate with distinction. Today, Hollywood has become a neon-lit battleground, with executives, megabuck stars, powerful agents and assorted

piranhas fighting over the alchemist's formula that will turn their scripts into gold.

Such internecine warfare leaves little room for the small, sensitive film or the offbeat experiment, earning respect rather than dollars. More than ever before, the motto is "Play safe".

Mulligan points to a few signs of hope in American cinema, such as Marsha Coolidge's delightful *Rambling Rose* — like *The Man in the Moon* a small-town period film with no star names attached. In a few weeks time, British audiences can taste *Fried Green Tomatoes at the Whistle Stop Cafe*: heart-warming tales of two spunky Alabama girls in days gone by, spun by Jessica Tandy. But it would take seismic shifts in popular fashion and the social environment to reverse the current trend.

So, like many others of his generation and temperament, Mulligan stays at home, in Connecticut, reading screenplays, searching for that special something, waiting for movies to grow up again.

ARTS BRIEF Bill and Beryl

BERYL BAINBRIDGE'S *An Awfully Big Adventure*, based on her experience working backstage at the Liverpool Playhouse in the 1950s, is to be staged at the theatre after all, on March 11. Portraying Bainbridge will be her own daughter, Rudi Davies. The premiere should have happened a year ago, but was cancelled when the Playhouse hit financial crisis. The theatre was saved by a package devised by the court administrator and by the Liverpool-born impresario Bill Kenwright.

Wave goodbye

If you listen to Radio 3 programmes on medium-wave, prepare to shed them now. After tomorrow, the network goes forever FM, broadcasting in stereo on the 90.2-92.4 wavelength. And where music goes, cricket follows — much to the chagrin of listeners who resent losing weeks of music broadcasts during the summer. Fielding the flak will be Nicholas Kenyon, the new Radio 3 controller, who starts on Monday. The network "celebrates" its new life with a live relay of *The Barber of Seville* from the New York Met at 8pm on Saturday, the bicentenary of Rossini's birth.

Last chance...

PERHAPS more than her predecessors as resident artist at the National Gallery, Paula Rego has made creative use of the art around her. The result, shown in "Tales from the National Gallery", is provocative and rich in insights. The exhibition (071-833 321) closes on Sunday; it should be seen in conjunction with Rego's restaurant mural in the Sainsbury Wing.

ARTS SPONSORSHIP

Letters do the show right here

Jonathan Weymouth is a property developer. He also finds himself, perhaps to his surprise, playing the role of arts promoter. Weymouth, a director from Prudential's property division, wants tenants for his properties, and sees the arts as a way of attracting them.

"We decided to host a one-off, lunchtime show of hits from the show *Carmen Jones* at our office block in the City, entirely as a letting proposition," he says. "We were using the performing arts to get people to come and see our building."

Some 200 people — half them existing tenants, half prospective tenants — gathered at Minster Court in Mincing Lane to hear Sharon Benson, the star of *Carmen Jones*, and others in the cast blast out "Dat's Love", "My Joe" and "Summer". The singers and musicians had swapped their usual home, the Old Vic stage, for a grey-filled office with strip lighting and a makeshift stage.

Weymouth believes this to

be one of the first-ever performances undertaken in the cause of selling office space. It might sound incongruous, but with 40 million square foot of office space empty in more than 4,000 buildings in

central London, one can understand why developers are clutching at arts as a way of getting tenants round their buildings. The arts, of course, are delighted: here is an audience of business people who are potential arts sponsors in their own right.

Links between developers and arts began with the visual arts. Peter Davidson works for the London & Paris property group, which organised an art exhibition in its office block in Kingsway. "Unless you've got a massive lobby or an atrium," he says, "office space is better suited to the visual arts than the performing arts. There isn't enough head-room."

Examples abound. The property company Lynton is exhibiting the American artist Robert Heindel in its Eversholt Street development. Young British artists were being shown by the Pomery Purdy gallery at the Quinlan Terry development over Charing Cross last year. Both of those

were in empty office space. Meanwhile, the Imry group has hosted an exhibition of modern art by the company Nomadic Art, at its North Audley Street offices.

The introduction of performing arts into the empty office was probably triggered last year by the property slump and the need for more adventurous arts events to lure potential tenants. The London Mozart Players played at offices in Mayfair; the Rambert Dance Company has danced in the old Billingsgate Market.

"The performance was far less formal than one in a concert hall," says David Juritz, the violinist who led the LMP on its Mayfair expedition. "It was more of a corporate evening than a concert. The sound was less than perfect because the ceilings were too low and the seats and carpets absorbed the noise. But the lighting was much better than in a concert hall." And perhaps the chief virtue of the event, says Juritz, was the chance

to meet some businessmen.

But what about the bill? The *Carmen Jones* event cost about £15,000, which Jonathan Weymouth thinks "surprisingly reasonable" when compared with the normal cost of an agents' reception, which is the usual way of wooing clients and only slightly cheaper than paying performers.

"We hope that this way

people will remember the building because they remember the show," Weymouth says. However, he admits that "we have not yet had anyone sign up because of the event; but it's early days".

The Almeida Theatre Company presents

THE WORLD STAGE PREMIERE
A HARD HEART
by Howard Barker
Direction IAN McDIARMID
Design ANTHONY WARD
Anna Massey and Angela Down
27TH FEBRUARY - 18TH APRIL
Almeida Box Office: 071 359 4404
Almeida Theatre, Almeida St, Islington N1

Something seems to be stirring on the arid French literary scene. The last two novels to win the Prix Goncourt have been enjoyable and intelligent books in the best humane tradition of French writing.

The November 1990 winner, *Les champs d'honneur*, has now been translated into English as *Fields of Glory* — quite fast going for a translation these days. When the author, the 40-year-old Jean Rouaud, was awarded the prize for this — his first — novel, the British press dwelt on the fact that he was earning his living by running a newspaper kiosk. That gave a false impression of both him and his book. Rouaud is not a drop-out, a boulevard-wise reporter of the seamy lives of Parisian passers-by. On the contrary, his novel is an

Bringing the killing fields to life

Derwent May

FIELDS OF GLORY
By Jean Rouaud
Translated by
Ralph Manheim
Harvill, £13.99

oblique, poetic chronicle of family life deep in the countryside of the Lower Loire, over a period stretching from the first world war up to recent days.

Rouaud approaches the story of his family very indirectly. His first chapter is entirely devoted to the terrifying but cheerful way in which the narrator's grandfather drove his battered old car, a 2CV, along the country roads in the 1950s and 1960s, with the grandchildren trembling in the back. Chapter Two describes simply, but very beautifully, the rain in the Lower Loire — now falling in tiny, imperceptible drops from a luminous pearl-grey sky, now "a slow, dense, obstinate curtain", now in the spring storms lashing your face with iron filings, piercing you with watery needles.

We move on to grandmother — and her pronounced hostility both to the rain and her husband's 2CV. But whatever she thinks of the car, her marriage is her life. She will not speak of her age except to say, invariably, that she was "twenty-five in 1912, the year I was married". That formula, incidentally, requires such complicated calculations to work out her present age that no-one tries anymore.

and we find our way deep into the life of this family: the grandparents, the narrator's father and mother, the grandchildren, the relatives — and the dead.

The dead are the revelation of the end of the book. This seems to be a contented family at first, living in a sunny world despite the rain, with even the devout spinster, Aunt Marie, who lives in a "two-room hermitage" at the end of the garden no more than an endearing eccentric. But she is the link with the dead. When she was a young schoolteacher in 1916 her brother Joseph died from German poison gas. Rouaud's description

of its greenish waves coming across the Ypres plain is like a ghastly pastiche of his rain chapter — and another facet of the family's history drops into place.

After that, Aunt Marie stopped menstruating — her blood-sacrifice to match her brother's. The following year her brother Emile was also killed in the war: his bones returned home in a *madeleine* crate 12 years later. So the deaths, of the first world war always haunted the family — and by the end of the book the young children of the 1960s have begun to understand that too. The intricate story is complete.

The November 1991 Goncourt winner was *Les Filles du Calvire* by Pierre Combescot (Grasset, 130 francs) — a longer, more sturdy read, but also rich in incident and character, and very varied in colour and tone. This is another war story, but one with a difference: its central section is called "A Joyous Collaboration" and offers a picturesque, forgiving account of semi-collaborators in Paris during the second world war.

Both authors have one fault, which is to try a bit too hard to make us like their characters or find them fascinating. They are intriguing enough characters not to need this much of hype. With books like these, we shall all be reading French literature again. *Derwent May is European Arts Editor of The Times*

Marooned in a tropic of tedium

Nigella Lawson reads the letters of two lovers in love with themselves

A LITERATE PASSION
Letters of Anais Nin and Henry Miller 1932-1953
Edited by Günther Stuhmann
Allison & Busby, £12.99

In December 1931, Anais Nin wrote in her diary: "I've met Henry Miller. When he first stepped out of the car and walked towards the door where I stood waiting I saw a man I liked. In his writing he is flamboyant, virile, animal, magnificent. He's a man whom life makes drunk, I thought. He is like me." He is like me: the ultimate praise of the egotist. If, in Miller, the narcissistic Nin found her self-regarding match, it was a match she was quivering ready to make.

Her marriage to the banker Hugh Guiler fell short of her ideal of the artist's existence. She was ready for sexual experimentation, for a passion she felt more suitable for the role of writer she so portentously assumed. "I really believe" she wrote in those same diaries, "that if I were not a writer, not a creator, not an experimenter, I might have been a very faithful wife. I think highly of faithfulness. But my temperament belongs to the writer, not to the woman."

Thus was infidelity not so much excused as sanctified. It was her vocation. So when Miller called to her, how could she not answer? "I was waiting to meet him, as if that would solve something and it did. When I saw him, I thought, here is a man I could love."

And did she love him? Certainly these letters, which span the decade of their affair and the decade which followed, quake with the intensity and passion their alliance so self-consciously celebrated. The declarations, the promises, the knee-trembling professions of erotic compulsion

are indeed dutifully recorded.

For both correspondents,

what mattered most was not

what they felt for each other,

but what they felt for themselves. In this respect, these letters do represent a testament to a love affair of overwhelming intensity.

But both correspondents

also responded to a need in

the other, the need to be seen

as they saw themselves, as

writers, artists, as beings

etched by sensitivity and

pain. Together they would

create literature. From the

start, these letters were in

tended to be published.

When the infatuation was

dimming, Miller was to write

that "what threw me into

consternation was the evident

enjoyment with which you

swam in a sea of flattery...

that is your weakness."

At the beginning, certainly, it

was a weakness he was happy to

indulge.

"You are essentially the

artist," he solemnly informed

her, "whether you choose a

small or big canvas."

"You make me think of Casanova,"

she responded, "except that

in between the erotic Casanova

was boring, while you,

in between eroticism and even

because of it, you get profound.

It astonished me how

delicately you can make dis-

tinctions between women."

"Your language is still

more overwhelming than mine,"

Miller offered: "I am a

child compared to you,

because when the womb in

you speaks it endows every-

thing." "Your book," Nin rejoined "swells up inside of

me like my very own — more joyously even than my own, for your book is for me a fecundation, while mine is an act of narcissism. I say let a woman write books, but let her above everything else remain *fecundable* by other books." These few quotes alone show how comically inappropriate is the book's breathless title.

Miller pored over Nin's journals and dispatched to her whatever he had been working on. Other writers were given the same treatment. Lawrence was earnestly discussed; Nin favoured Dostoevsky; and Miller invoked Proust: "Open your Proust," he ordered. "I have underlined it for you. What is not underlined is worthless." And in the sole, if unwittingly, funny passage out of some 200,000 words, Miller wrote: "I think you are going to revise your opinion about the sterility of French letters."

The official line is that the affair broke up because it became clear that their lives could not never be united as their minds and bodies had been. The letters tell a different story. Miller began to

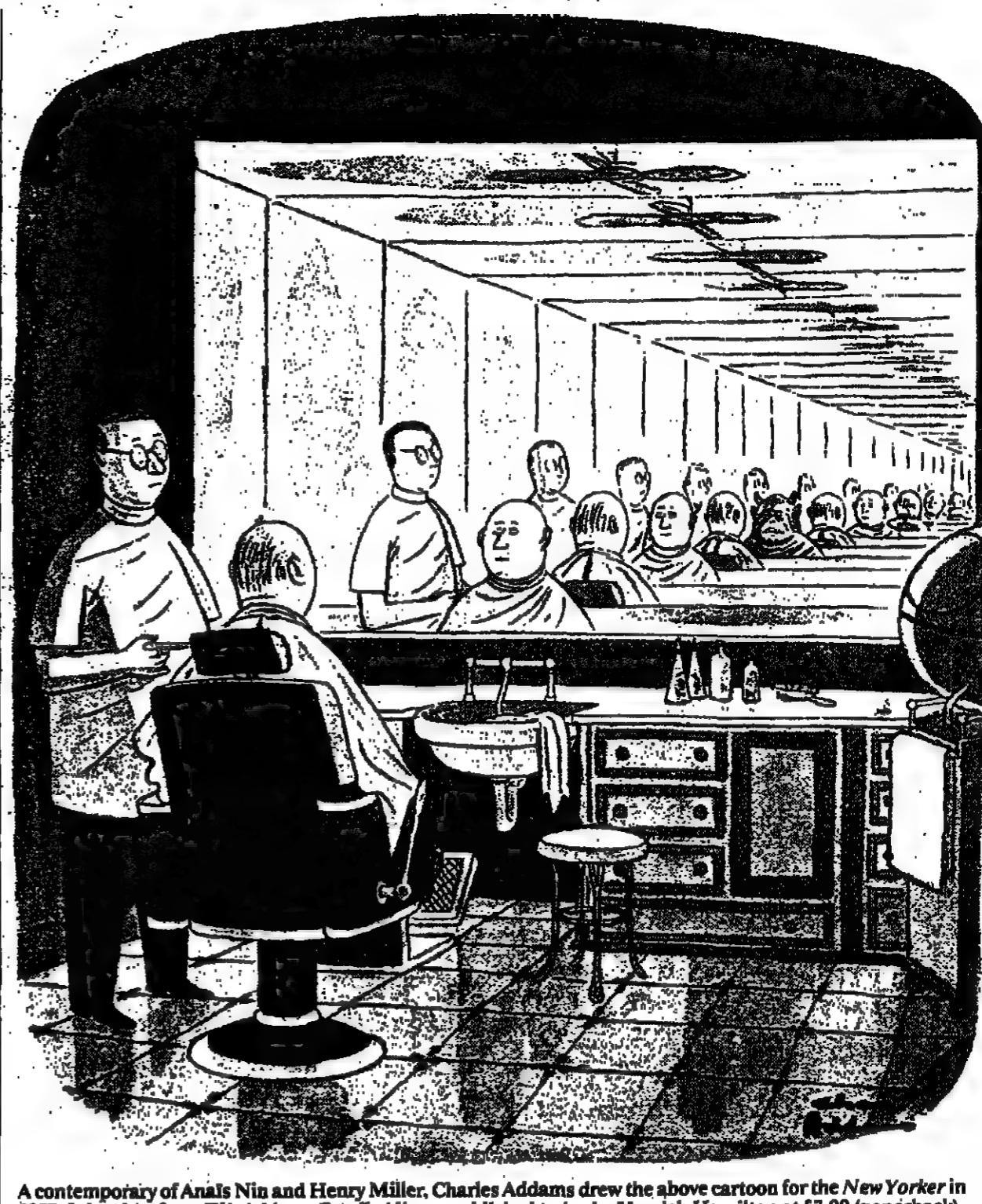
temper his giddy praise with criticism. "You need to write less and sweat more", he wrote.

It's enough to make one cheer. But the criticism ricocheted off his correspondent: "Watch yourself a bit, Henry... You know, Henry, your understanding works on and off, very wavering... Mine has a funny quality of always being off."

Their affair continued for many years after this exchange, but a cold note of steady detachment had been sounded. And not long later, the once-adoring Nin was writing: "Instead of investing each woman with a different face, you take pleasure in reducing all women to an aperture, to a biological sameness. That is not very interesting, I say, not very much of an addition. It's a disease."

But literature must be served, and the letters continued. As did the heady self-absorption. War broke out, and ends, without entering into their discourse. Only one letter makes any passing reference to it, and that is in 1944, when Nin mentions that the bank in Paris where she had left her journals for safekeeping was not occupied by the Germans so I might find the diaries after all".

In the same letter she announces the end of her exile in America. It is now safe to return to Europe, and "the liberation I feel is indescribable [sic] — as if I had been living in a concentration camp." One expects writers to be selfish, to be nasty, to displease or to offend. Only, one would like them to be able to write.



A contemporary of Anais Nin and Henry Miller. Charles Addams drew the above cartoon for the *New Yorker* in 1957. It is taken from *The Addams Family Album*, published today from Hamish Hamilton at £7.99 (paperback).

Never mind about other people's feelings, never mind about their right to an identity, never mind about the incalculable damage one can inflict upon one's children if one tries. These are the lazy thoughts of David Melrose, Edward St Aubyn's thoroughly nasty hero, around whose improvised salon in Provence this first novel revolves.

David is married to Eleanor, an American. He lives off her vast and regal inheritance and has bullied her into a degraded alcoholism. The progress of three couples embroiled in three unattractive relationships is traced for a day and culminates in an

anti-climactic (for both guest and reader) dinner party.

The book is almost Woolfian: nothing much happens except for the agonising rape of five-year-old Patrick Melrose — by David. This is the only gripping piece of writing in the book, absorbing in its horror. An atavistic

probing of motives and relationships.

Just as David humiliates by manipulation, so his character is presented in an almost offensively manipulative way.

His extreme handsomeness and thwarted musical genius

shot through with bitter self-hate, stir sympathies for a character who takes pleasure in

stealing innocence. St Aubyn wants us to respect him: in the end the attempt to explain David's evil becomes an affront and his attraction stretches credulity.

St Aubyn skims the surface

of subjects such as Freudianism and the snobbery of a certain class, offering a vague elucidation of characters through them. Nicholas Pratt wonders: "Why was the centre of his desire always in a place he had just deserted?" and this is related to his lifelong chasing after women.

What St Aubyn is good at is a clarity of expression which occasionally springs a trigger of private recognition. The descriptions of the boy Patrick are often exact: "After a while he no longer recognised what he was thinking and,

just as a shop window sometimes prevents the onlooker from seeing the objects behind the glass and holds him instead in a narcissistic embrace, his mind ignored the impressions from the outside world and locked him in a daydream he could not have subsequently described."

If you are happy with the Peter Mayle version of a rather smug Englishman in Provence do not read *Never Mind*. If, however, you are prepared to be fruitlessly puzzled by the nature of human evil, then do.

In 1988 Glenn Patterson returned to live in Belfast, and two years later the hero of his impressive second novel follows in his creator's footsteps. Draw Linden has been sent to the home city of his mother's family to manage the local branch of a new bookshop chain.

Like so many children of his island, Linden has emigrated and his involuntary return compels him to engage with a family and a country that he has tried to shake off. The ominous example before him is that of his older sister, Ellen, who abandoned the liberation of a new life in Canada in favour of a humdrum existence in the province. Patterson's Belfast is a city of contrasts: checkpoints and yuppie bars, hedonism and terrorism, a fragile prosperity awaiting the recession we know is on the way.

The course of Linden's thoroughly modern affair with a local designer is interrupted by accounts of his parents and grandparents in a Belfast that seems to belong to the early industrial age. There is a pungent, gritty authority to Patterson's rendering of a vanished society. This complicated assembly of past and present remains unfailingly lucid: my principal reservation concerns the too frequent occasions when Patterson's plain prose becomes drab and sloppily.

Nothing in Russell Celyn Jones's *Small Times* quite lives up to the excitement of its opening, as his hero, Harry, leads his band of designer-suited pickpocketing virtuosi on a triumphant progress through Oxford Street and the London Underground. We seem to be reading a thriller, but the year is 1987, a general election is looming and Harry is not just a crook but a symbol of the Thatcher years: "Ruthless power, violent success these were the modern aphorisms".

Harry engineers a meeting with Gabrielle, a beautiful actress whose purse he has acquired. When she discovers his trade she becomes fascinated with him and they

become lovers. It is a meeting of two different worlds. Harry lives on a canal barge with a down-and-out wifey and her baby while Gabrielle's boyfriend is Samson, a corrupt property developer facing a long prison term. But, as no reader will be surprised to discover, both worlds are really the same, except that Samson is money.

The plot is tiresomely schematic but Celyn Jones is a good writer: at his best when forgetting about his jejune analysis of society and instead realising the mechanics of dipping and fencing. The intended irony is that Gabrielle loses interest in Harry when he stops being a criminal. The problem is that so does the reader.

Christina Koning displays the courage of a kamikaze pilot in having a character at a dinner-party in her first novel, *A Mild Suicide*, ask rhetorically: "I mean, who wants to read another of those tedious novels where the characters sit around at dinner parties talking about art?" Koning must have known

a book which contains everything for which the modern British novel is denounced, a story of academics and adultery, though in Edinburgh rather than Hampstead.

Saul, an American graduate student, begins a passionate love affair with the promiscuous Catherine. Then his wife Virginia arrives and tells him she is pregnant. Curiously, Adam Mars-Jones is quoted on the dust jacket praising Koning for "treating the eternal triangle as if it were an entirely fresh subject", when Koning's whole point is that these literary people cannot see anything except through literary archetypes. The problem, and it is a serious one, is that this perception is as ancient as literature itself. Nevertheless Koning can write beautifully and she is never tedious.

Dear Venus is the story of a woman who responds to her husband's infidelity by setting out to have sex with all the residents of her plush mews. Told in the letters exchanged between the main characters, the result is coarse, crass and relentlessly unfunny. The only evidence of any literary substance on the part of the author is the revelation from the publishers that Cassandra Brooke is a pseudonym. The publicity also reveals that Jilly Cooper has praised it, which suggestss she must be the author, since the only other possibility is that more than one person likes it.

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Barber cuts a dash in leap year

Cyril Ehrlich hails Rossini's bicentenary this week by assessing a new biography of Italy's musical "genius of animal spirits"

Mozart's shelf life has expired and an irresistible new product is in stock, precisely targeted for this leap year. Rossini, the complete Italian, was born on 29 February 1792. He dashed off a few dozen works, including a handful of masterpieces, became the world's most famous composer and then, at the age of 37, settled down to four decades of planned and prosperous early retirement: eating, drinking and talking, with virtuous and

by Beecham and Toscanini, but few singers could give more than a hint of commensurate delights. Like Chopin, this music depended upon virtuosity and refinement, but its practitioners were dead. No Malibran appeared until the 1930s, when Conchita Supervia, all too briefly, sang the sparkling roulades of *Cenerentola* and *L'Italiana* with easy command and devastating charm. Comprehensive revival waited another generation, for Callas, Sutherland, Caballé, foreign travel, festivals, and the long playing record.

Reassessment would require a thorough requestioning of craft, environment and life, correcting the *bon viveur* image which disguised, probably deliberately, knowledge and craftsmanship. How was mastery achieved at such speed? What subtleties of melody, structure and key relationships lie beneath apparently routine patterns? How do we recreate adequate scores and conventions of interpretation? How can the biographer balance an undocumented, preposterously busy and short working life, against a thickly recorded and mythologised lengthy retirement? Why did he quit?

Despite unresolved dilemmas, readers are already well served. There is Stendhal's interim report, published in 1824 and translated in 1956. Richard Osborne's exemplary "Master Musician" is available in paperback. Philip Gosset, the leading authority, contributes a lucid, unpretentious essay to the *New Grove* which summarises present knowledge and indicates gaps and possibilities with suitable ease and lack of pedantry. The essential economic and social history has been mastered and narrated with similar elegance by John Rosselli. A

The real story is inevitably more complicated. Composition did not cease entirely with *Guillaume Tell* in 1829. There is the *Petite messe solennelle* (1864), neither small nor particularly solemn, and the delicious, unclassifiable, *Péchés de vieillesse* (1857-68).

Artistic status, which used to bother people, has always been equivocal, with appropriate imagery for these post-modernist days. At the height of his fame there was frequent, not always merely jealous, disdain for the facility, brash effects, self-borrowing and proliferation; though practically everyone agreed about *Il barbiere*, which survived every subsequent misfortune.

Rossini's posthumous reputation slumped until even Shaw felt guilt, along with pleasure. Only Figaro and Rosina strutted the boards, and a handful of arias and overtures survived into the 20th century. The latter were magnificently displayed

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Frugal fabian snob

Dawn streaked the sky as the snow-speckled hills of Gloucestershire emerged from the darkness... In the master bedroom Lawrence Potter tossed restlessly on the bed. "That is how it begins."

But no, it is not that sort of book. Lawrence Potter was tossing restlessly on her bed in 1858, because she was about to give birth to Beatrice — who, as Beatrice Webb, embraced with cerebral fervour the minutiae of social administration, co-founded the London School of Economics and the *New Statesman*, pre-visualised a national health service, and sat on more committees than she had hot dinners. (She was anorexic.)

Beatrice was the thoroughly unwelcome eighth daughter of Richard Potter, a railway magnate, and the clever, melancholic Lawrence. Their next child was a longed-for son, who died when he was two. The tenth was another daughter, who assuaged Mrs Potter's grief as Beatrice could not. Beatrice, a bright and beautiful girl, was condemned by her rejecting mother as "below average in intelligence". No wonder she had an overwhelming need to belong and to achieve.

Beatrice's story is presented here much as she saw it herself. She wrote of her "duplicity" personality, and seemed always to be facing difficult choices — between ego and id, conscience and desire, mysticism and public life, austerity and social success. These dualities are emphasised so often that the reader may feel like protest: that such were the choices for many 19th-century women who were dowered, as Beatrice was, with good looks, enough money, and a critical intelligence. Beatrice, the "woman of conflict", was very interested in her own processes. Her conflicts, though they made her ill, were the breath of life to her.

She remains an inexhaustibly fascinating person, partly because of her energy and commitment, and partly because her views seem to the modern mind mutually contradictory. She was intellectually independent, yet anti-



Beatrice Potter, courted by Joseph Chamberlain

Victoria Glendinning

BEATRICE WEBB
Woman of Conflict
By Carole Seymour-Jones
Allison & Busby, £17.99

women's suffrage. She knew and shared the life of the poor, yet remained snobbish and authoritarian.

As a girl she was a disciple of the social philosopher Herbert Spencer, and absorbed from him a strong belief in self-help and individualism, and contempt for state intervention. Longing to dedicate herself to something, she transferred her mystical devotion from God to man, working on housing projects in the East End while remaining firm in her disapproval of charitable handouts.

Only when the Poor Law

reforms proved uncollectable did she shift her allegiance dramatically from individualism to collectivism and state intervention. She also developed what was to be her special contribution to welfare sociology — an insatiable appetite

for collecting information and compiling facts, which made social diagnosis possible. Yet when giving evidence before Royal Commissions, she was capable of falsifying evidence and directing witnesses.

At 25, she fell desperately in love. She was fond of men, eternally castigating herself for her weakness and vanity. The object of her overpowering love and longing was the radical Birmingham businessman Joseph Chamberlain, then president of the Board of Trade under Gladstone, twice widowed and known to be looking for a new wife.

She struggled with her passion in her diaries, which have already been published in three volumes by Virago, so none of this is absolutely new. Beatrice was a brilliant diarist. Carole Seymour-Jones, in her careful and inevitably laborious accounts of late-Victorian social legislation, might have done better to quote more and paraphrase less.

Chamberlain wanted a worshipful wife who would not contradict him. Beatrice,

could never be she. In any case, he did not propose. Beatrice's biographer, in her tenderness for her subject, endorses Beatrice's face-saving belief that it was she who had renounced Chamberlain, and that she could have married him if she wanted. Michael Holroyd, in his biography of Shaw, asserts unequivocally that Chamberlain rejected Beatrice.

Holroyd also sums up admirably the nature of Beatrice's relationship with Sidney Webb, the clever, ugly, tadpole-bodied cockney civil servant whom the dynamic Beatrice married when she was over thirty. But then Holroyd did not have to grapple, as Seymour-Jones must, with the Webb's weighty life-work.

Beatrice, in the Fabian Society, was reborn yet again as a socialist. The Webbs shared not only a devouring work-ethic but a devotion to the permeation of political life through the nascent Labour party, and the writing of what Beatrice called the "solid unreadable books" which were their child-substitutes.

It was a close marriage which left Beatrice sexually unfulfilled, but mentally and domestically reinforced. Marriage gave her a power-base. She used dinner parties (lots of talk, mainly from her, and not much dinner) to cement her political alliances.

She admired Sidney's capabilities, but it was made horribly clear to him at the outset that she found him physically repellent and that she had sacrificed herself to marry him. He could not believe his luck.

In the 1930s she was born again yet one more time, as a communist. This was a return to the blind faith of her religious girlhood. Her uncritical emotional response was accompanied by a bigoted obsession with sexual immorality — rife everywhere, except, of course, in the Soviet Union. Sidney followed where she led. The dear man was subjected to the same austere routines and frugal diet that she imposed on her rake-thin self. It is rather a relief to read that after her death he re-crept swiftly to an egg-and-bacon breakfast.

Chamberlain wanted a worshipful wife who would not contradict him. Beatrice,

Anti-oldies find a voice

Jo Shapcott

GRANDCHILDREN OF ALBION
An Illustrated Anthology
of Voices and Visions
of Younger Poets in
Britain
Edited by Michael Horovitz
New Departures, £9.99

widely, respected and enjoyed. It is a pleasure to see them in this new context. A major drawback of the anthology is that there are too few surprises and new beginnings among the many less well-known poets included, although the Slovene *Izognjeni Zagorčnik* was one who reached out and grabbed.

But *Grandchildren of Albion* came out in 1969, Ted Hughes wrote that "for me it is full of surprises, real new beginnings". In 1992, Albion's grandchildren provide fewer surprises simply because many of the voices here already have large and enthusiastic audiences for their work: John Agard, Sujata Bhatt, Merle Collins, Carol Ann Duffy, Linton Kwesi Johnson, Grace Nichols, Fiona Pitt-Kethley, Benjamin Zephaniah.

No-one could make the claim for these grandchildren that they are underground poets like those featured in the 1969 anthology, even though, for the new book, Horovitz has tended to choose work where the poet takes the role of outsider or critic.

Adventure, enjoyment, answerability and internationalism can be found in abundance in *Grandchildren of Albion* and it may be a measure of some of the changes that Horovitz has been working for that these ideas have now burrowed right to the heart of contemporary poetry in all its forms.

The plurality, vibrancy and health of contemporary poetry in Britain are in the hands of many of those included in *Grandchildren of Albion*, poets who are read and heard

Tea-time flesh cats

Robert Nye

COLLECTED POEMS

By Edgell Rickword
Edited by Charles Hobday
Carcanet Press, £18.95

PRIVATE PARTS

By Fiona Pitt-Kethley
Abacus paperback, £4.99

style in some notable erotic lyrics in the decade that followed:

Since I have seen you do those intimate things that other men but dream of; I have seen your tea-time serene in the intense confession of the obscene and drag her tea-time sex-affair all fresh faintly as leaves that shudder in their sleep;

since I have seen your stocking swallow up, a swift black wind, the flame of your pale foot...

Such sensuous celebrations were followed by a number of more ratiocinative things, poems about chaos and cosmogony, nearly always in strict metre and rhyming with a classical finality, and then the satires. Whether Rickword's involvement in politics inhibited or stopped his writing verse I cannot say. There are only fourteen poems dated later than 1938, and all of these are slight compared with the intense work he did at the height of his powers. Nevertheless, this volume is an impressive reminder of a neglected talent.

Rickword died ten years ago, having become a Marxist and written very little verse in his later life, though Charles Hobday has managed to dig out a few final specimens for his edition of the *Collected Poems*.

It is the Twittingpan and earlier stuff that counts, and if there is not a lot of it then that is part of the point.

The chief impression that comes from Rickword's poems is one of reticence and necessity. Here is a man who did not write much more than he felt he had to write, so that his "collected" poems are really his own "selected" poems, the process of filtering having been done for us by the poet's own critical sense — and to judge the strength of that you have only to recall that Rickword was also the critic who cleared the way for Lewis and *Scrutiny* with his *Calendar of Modern Letters*.

The book begins with a handful of war poems quite unlike anyone else's. "I shall be mad if you get smashed about..." A soldier capable of addressing his own body with such dandyish spleen is plainly nearer Keith Douglas than Rupert Brooke. Rickword's few poems from the trenches have a curiously second world war smell about them: they are clean of solemn rhetoric — no praise and no protest, just acceptance of the facts, and a style founded upon wit and a will to live. He extended the same

to her view of it is jocose. Tottering on the edge of doggerel, her art is a habit of never quite falling over. Or, if she does fall, she makes it look like a dive. At her best she is very simple and very sharp:

I think, if there's a Muse —

If I were she —

I wouldn't like those men

who claim to speak

my words when they are

only using Graves.

More of this, and less about her knickers, and she could be really good.

LESLIE THOMAS

The Loves and Journeys of Revolving Jones

His latest bestseller now available in paperback from bookseller's everywhere



A caricature by the French artist Gill of the 75 year old Rossini in 1867, from the periodical *La Lune*

newcomer must therefore seek justification by adding fresh insights and vigour.

Alan Kendall handles music more confidently than history and biography. Indiscreetly potted plots, unnecessarily specific dates, and the ubiquitous "however" litter the page: sure signs of a reluctance to grapple with essential chronology and thematic exposition. Exten-

sively grousing accounts of illness and treatment are presumably intended to contribute to the retirement question; but, like a similarly detailed, if more appetising, account of the meeting with Wagner, they fail to make their point.

Yet the elusive imponderables of changing public taste and ultimate place are approached with some insight. Kendall has a singer's just

contempt for producer antics, a musician's grasp of technique and artifice, an experienced listener's sensitivity to changing fashions of perception and interpretation. For these reasons his introduction and "epilogue" deserve careful reading. The illustrations are quite excellent.

Professor Ehrlich has written histories of the piano and the music profession

THE TIMES

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Applicants should forward a current C.V. with covering letter stating present salary and the position applied for to: Janet Chisholm, Leathams Larder Ltd, 1/1A Bethwin Road, Camberwell, London SE5 0YJ.

MK Marketing Ltd is the newly formed agency responsible for the on-going marketing and promotion of the City of Milton Keynes with effect from 1st April 1992. The challenges and potential for shaping the UK's most successful new town are considerable. Milton Keynes has already generated significant growth with a population of some 180,000 residents, offers outstanding lifestyle opportunities and can provide first class careers with some of the world's most progressive organisations.

The new agency is now establishing its core team of marketing and corporate communications professionals who will play a vital part in progressing the City's future economic development.

CORPORATE COMMUNICATIONS

The role of corporate communications will be to plan, co-ordinate and deliver dynamic communications programmes in support of the agency's marketing initiatives and aims.

Corporate Communications Director

You will lead overall corporate communications activity and shape a proactive strategy, which will have a positive impact on the promotion of the City to relevant target audiences. You will provide leadership to a small team of in-house professionals and external agencies. Prior to our formation in April 1992, you will have proven business to business PR experience either with an agency or in-house. You must have excellent interpersonal and influencing skills. Ref: CD1/ST

Corporate Communications Manager - 2 Posts

You will develop and implement communications programmes for defined target market sectors in the City and externally, designed to maintain the City's positive profile amongst relevant audiences and strengthen and develop such relationships. Posts 1-4 and between 27-30 hours per week. You must have 2-5 years' professional corporate PR experience in an agency or in-house. You must have excellent interpersonal and influencing skills. Ref: CM2/ST

Corporate Communications Executive

Working as a member of the team you will help develop a wide range of promotional activities with a focus on PR for client companies. You must have 2-5 years' experience, preferably with a relevant professional or academic qualification. You are probably looking for your second PR role in a developing environment. You should have been involved in a broad range of PR activities and have good organisational and communication skills. Ref: CM3/ST

Contact: See Address

To be considered for any one of these positions you must be of graduate intellect, have a confident and mature approach and possess excellent communication skills. Whatever your role you should have the determination and ability to make a significant contribution to the overall success of the agency.

All positions include a pension package and other benefits together with relocation where appropriate.

Please send a comprehensive CV including current salary and daytime telephone number, quoting the appropriate contact and reference to Touche Ross Executive Selection at the address below.

Contact: Philip Price

To be considered for any one of these positions you must be of graduate intellect, have a confident and mature approach and possess excellent communication skills. Whatever your role you should have the determination and ability to make a significant contribution to the overall success of the agency.

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071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Purchasing Manager

Information Technology Manufacturer

Thames Valley

c £45,000, Car, Benefits

A rare opportunity exists within a major IT Company to ESTABLISH a value added Purchasing function. You will be expected to reduce costs of products, goods, and services, monitor contractual terms with vendors, to reduce commercial risk, and establish long term supplier relationships involving major purchasing negotiations.

Reporting to the Finance Director you will be accountable for a Purchase Ledger of circa. £30 million ranging from hardware, software, and spares, to traditional office supplies. Aged 35-45, probably a graduate and Member of the Institute of Purchasing you will have a minimum of eight years' purchasing experience, including at least three years in a management role. Detailed knowledge of hardware and software procurement with a computer manufacturer or major IT User is essential together with commercial expertise related to risk assessment and contractual negotiations at executive level. A second position for a Purchasing Executive at circa. £25,000 is also available, reporting to the Purchasing Manager.

Candidates should submit a detailed CV showing career achievements to: Mr. C. Peters, Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB, quoting Ref: H11032/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

A Dynamic Marketing Environment

A Focused Business Strategy

- Do you bring both exceptional creativity and sound, well considered judgement to your marketing initiatives?
- Do you invariably gain the attention of others and get their commitment to what you propose?
- Do you really enjoy a challenge and overcoming obstacles to achieve measurable results?
- Have you an outstanding ability to think strategically, prioritise and follow through?
- Are you a highly motivated person, setting yourself stretching targets to achieve?
- Do you pride yourself on your professionalism and highly responsible attitude?
- Are you aware of the power in building close, positive relationships with those with whom you work?

VOLVO

Closing date: 26th February 1992.

Key to the success of Volvo Concessionaires has been a consistent strategy, coupled with imaginative marketing of products renowned for safety, reliability and durability.

We are now seeking a highly talented 'AFTERSALES MARKETING MANAGER' capable of taking major marketing initiatives to further develop our total range of Aftersales products and services. Reporting to the Marketing Director, you will lead a team responsible for planning, developing and executing marketing strategies to drive forward the £250m Aftersales operation and enhance still further our high levels of customer retention.

A stretching brief and one that calls for a marketer of the highest calibre. Of graduate level and ideally in your 30's, you will, in all probability, have knowledge of the Aftersales business or a background including logistics, management sciences or business analysis.

In addition to an excellent salary and an outstanding benefits package, we also offer the backing and opportunity for you to attain real success in an environment which will recognise and reward your achievements.

If you are genuinely interested in this challenging opportunity based in Marlow, Buckinghamshire please call Sharon Masson at the Varsity Recruitment Centre (Consultants advising on this key position) on 0832 826528. Sunday 23rd February: 10.00am-2.00pm. Office hours: 8.30am-7.00pm.

Factory Manager

FMCG Manufacturing

South West

c £40,000 including Bonus. Car, Stock Options

This significant and impressive facility, part of a major international group, manufactures a range of very well-known leading brands, and has a turnover in excess of £100m. As a result of an internal promotion a vacancy exists for a factory manager who will be responsible for all operations at this complex site with over 500 employees. Applicants, probably aged 35-50, must be technically qualified graduates, ideally in chemical engineering with a significant track record at a senior level in FMCG manufacturing within major organisations. A decisive manager with strong leadership skills you must be able to demonstrate a record of achievement in terms of introducing change and improvements to the operations which you have managed, and your experience must have been in a quality focussed environment (e.g. BS5750, TQM, JIT and continuous improvement). This is an excellent career opportunity for an individual who can provide effective leadership to the operations management team in a growing business. The attractive fringe benefits package will include a substantial bonus incentive, share options, company car, plus relocation assistance where appropriate to this very attractive area.

Male or female candidates should submit in confidence a comprehensive c.v. to, A.D. Pege, Hoggett Bowers plc, 90 Queen Street, CARDIFF, CF1 4ER, 0639-721888, Fax: 0639-722622, quoting Ref: D1015/ST.

Male or female candidates should submit in confidence a comprehensive c.v. to, M. Stein, Hoggett Bowers plc, BRUNSWICK HOUSE, 61-69 NEWMARKET ROAD, CAMBRIDGE, CB5 8EG, 0223-324441, Fax: 0223-323250, quoting Ref: F21020/ST.

Operations Director

Electronic Assemblies

South Wales

c £45,000, Car, Bonus/Equity Package

In the highly competitive European contract assembly market, Race Electronics has achieved unparalleled growth and now has a leading producer reputation with major international customers. This success has resulted in the need for a restructuring into separate business units dealing with discrete customer groups. Reporting to the Managing Director, you will be accountable for all aspects of the profitable operation of a unit with its own site, around 350 people and a turnover around £35 million and growing. Ideally a graduate calibre engineer, you will essentially have broad manufacturing management experience in progressive, high volume, high flexibility electronics assembly preferably in a plant with significant surface mount capability. This position has general management breadth and you will need a sharp commercial eye, a success record in coping with huge logistics challenges in materials and resource utilisation and a shirtsleeves approach towards getting things done. The excellent package includes relocation and there is real potential for career growth.

Male or female candidates should submit in confidence a comprehensive c.v. to, A.D. Pege, Hoggett Bowers plc, 90 Queen Street, CARDIFF, CF1 4ER, 0639-721888, Fax: 0639-722622, quoting Ref: D1015/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representatives throughout EUROPE

DUBAI CREEK GOLF CLUB

GENERAL MANAGER

This is an exciting opportunity to play a key role in the success of the Creek Golf Course and Marina Club situated in the centre of Dubai. The Creek project has already attracted worldwide interest and acclaim.

The General Manager will be responsible for the day-to-day operation of the Golf Course and Marina Complex. Communication and promotional skills are essential to ensure timely information is effectively transmitted to members, guests and also the international golfing fraternity. In addition to the ongoing responsibilities for development of business, monitoring income and expenditure and management reporting functions, the successful applicant will recruit and supervise all department heads, e.g. golf director, marine manager, etc.

The ideal candidate will have a proven track record in a similar function, and a sound knowledge and understanding of the game of golf, and marina operation.

The obvious status associated with this unique project is supported by an attractive remuneration package including a basic salary and performance related bonus. Living accommodation, car and membership privileges will be included within the package.

Written replies with full Curriculum Vitae in strict confidence to:

The Government Project Co-ordinator
Dubai Creek Golf Club
P O Box 12188
Dubai
United Arab Emirates



GENERAL MANAGEMENT IN RETAIL

The leading department store group requires the expertise of managers for their department stores in the U.K., who have been involved in senior management retailing for at least ten years.

Responsibilities will embrace producing the required profits, planning, directing and controlling the day to day running of the sales floor in order to optimise customer service, presentation and housekeeping, visual merchandising, promotional activities, shrinkage and budget are also key functions.

To be effective in these positions, candidates will need attention to detail, commitment, a high energy level and the need for change and the determination to implement it. Excellent interpersonal skills are also essential.

If you meet the above requirement, please apply in writing enclosing a full C.V. including details of present salary and benefits to:

Peter Wallace, Personnel Controller,
House of Fraser (Stores) Limited,
1 Howick Place, London, SW1P 1BH.

**HOUSE OF FRASER**

THE SOUTH BANK CENTRE

Retail and Commercial Manager

The South Bank Centre is Europe's largest centre for the arts and provides an unsurpassed range of events at its three concert halls and the Hayward Gallery.

We are currently seeking a Retail and Commercial Manager to develop our retail and services facilities at the Royal Festival Hall and Hayward Gallery. Experience of managing concessions, including catering, in a large venue will be a distinct advantage.

We require candidates to possess at least 3 years' retail management experience and a good overall knowledge and experience of marketing, preferably within an arts or leisure environment. The position also demands excellent negotiating and communication skills, as well as proven ability to motivate staff, both directly and through a franchise operation.

Salary within the range £19,961 - £24,891 according to experience. The appointment will be on a two-year contract.

For further details and an application form, please send a large stamped addressed envelope to the Personnel Department, South Bank Centre, Royal Festival Hall, London SE1 8XX. No CV's please. Closing date for return of completed application forms Wednesday 11th March and initial interviews will take place on Monday 23rd March 1992.

The South Bank Board welcomes applications from all sections of the community regardless of race, colour, ethnic or national origin, age, marital status, sex, sexual orientation, disability or religious beliefs.

The World's No.1 Centre for the Arts

Risk Manager, International

Salary negotiable (£30K-40K), plus benefits

We are a worldwide environmental services company seeking an experienced professional to fill a newly created position of Risk Manager, International.

This London based position provides a number of services to our international subsidiaries including the establishment and management of safety and claims management programmes, administration of insurance programmes, and co-ordination of programmes with our US corporate office.

Candidates should be graduate calibre, preferably with professional qualifications. You will need to have a minimum of 10 years experience as a Risk Manager in insurance, safety and claims. Experience in European employee benefits would be a plus.

Please send c.v. to:
WMI Waste Management International,
Human Resources Office, Windsor House,
55-56 St James's Street, London, SW1A 1LA
(no telephone calls please).



WMI Waste Management International

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

OIL INDUSTRY CONSULTANTS

Develop your analytical skills into a leading consultancy career

Excellent Banking Package + Car - Edinburgh Based

Our client - the Business Consultancy arm of a major financial services group - is seeking two consultants to join its downstream oil team.

Established for nearly 20 years in the oil industry, this Edinburgh-based consultancy has earned a world class reputation for the quality of its work and the pedigree of its client base which covers the industry and investment sectors.

Oil Marketing Consultant

The successful candidate will lead a team designing and developing a consultancy product covering oil marketing and distribution in Europe, an area of expansion for the group. A good degree and a minimum of 5 years' oil industry experience with at least 3 years in retail/wholesale oil product marketing is essential. International experience and a second European language would be an advantage. This demanding and interesting position will require outstanding communication and analytical skills and the credibility necessary to deal successfully with clients at senior level. It will offer those currently on the fast-track within their own organisation the opportunity to become a leading oil consultant.

Oil Analyst

Focusing on the downstream market, your responsibilities will stretch from research and analysis to report writing and marketing the team's services. One of your priorities will be to develop influential contacts - a senior-level dialogue that will help you to become a leading commentator on oil internationally. A good degree is essential, as is at least 2 years' general experience of the downstream oil industry. You should be an outstanding communicator with excellent writing skills - perhaps as a journalist currently working for one of the quality oil industry publications. Computer literacy is also essential and you should ideally possess a second European language.

The excellent career prospects reflect the stature of the company and are supported by a competitive remuneration package including low cost mortgage, company car and non contributory pension scheme. Please write with full CV, stating the names of any organisation to which your application should not be forwarded, to T.G. West, Managing Director, Ref: 460, Associates in Advertising, 5 St. John's Lane, London EC1M 4BH.

ASSOCIATES IN ADVERTISING



SALES MANAGEMENT

RPC Containers

RPC Containers are rapidly building an enviable reputation for the quality and technical excellence of their plastic packaging for the food industry. With a modern, purpose built factory, latest generation production equipment and a wide customer base, including many "blue chip" names, they are ideally placed to optimise the business opportunities available in this sophisticated growth market.

Northants

SALES AND MARKETING MANAGER

Negotiable to £30k+Car

Resulting from internal promotion, the company seeks a professional Sales and Marketing Manager to drive the continuing growth and development of sales both in the UK and overseas. As a member of the

PRODUCT SALES MANAGER

c.£21k (ote £25k)+Car

This challenging role, reporting to the Sales and Marketing Manager, carries responsibility for the management of existing major

accounts in multi-layer blow-moulding and thermoforming and the sourcing and development of new business.

The successful candidates will be of graduate calibre with extensive sales management experience in plastic packaging for food. Both positions require a level of technical competence necessary to operate successfully at senior level in this demanding market place. These unique and challenging opportunities each offer a highly attractive rewards and benefits package.

Please write with full CV quoting Ref: 5078 for Sales and Marketing Manager and Ref: 5068 for Product Sales Manager to Arthur Critchley, Barnes Kaville Ltd, Human Resource Consultancy, Cavendish House, Queen Street, Mirfield, West Yorkshire WF4 8AH.

BARNES KAVILLE RECRUITING EXCELLENCE

PURCHASING • CONSULTANTS

DRAMATICALLY IMPROVE OUR CLIENTS' PROFITABILITY™

MARKET LEADING SALARY + BONUS + EQUITY PROSPECTS

ADR operates as a specialised consultancy committed to making purchasing a company strength. Working from the UK, but across Continental Europe, North America and Asia Pacific, we have excelled at producing measurable cost improvements that significantly boost profits for our clients.

Due to planned expansion, our need is to add to our team, purchasing professionals who possess:

- ◆ Expert purchasing skills with a proven record of achievement in rigorously managing purchasing costs.
- ◆ Acute awareness of the profit potential from purchasing, together with the commercial acumen to realise that potential with suppliers.

◆ A personal preference for working in an unsupervised manner while applying leading edge purchasing practices and cost management techniques.

◆ Wholehearted commitment to client satisfaction and our joint success.

Age of consultants is less important than professional maturity gained by applying the very best purchasing practices for a minimum of seven years. There will be no requirement to relocate but you must be prepared to work away from home, both in the UK and overseas.

To apply, please send your C.V. in confidence, to Jon Hughes at ADR.

The Old Court House, London Road, Ascot, Berkshire, SL5 7ER

Tel: 0344-286311 Fax: 0344-873205

ADR DEVELOPING LEADERS IN PURCHASING WORLDWIDE

INFORMATION SYSTEMS PROJECT MANAGEMENT FINANCIAL SERVICES SECTOR

Deliver your potential

You already possess a wealth of project management experience, including large-scale package implementation, the application of structured methods, formal project management techniques, plus systems development.

Now it's time to capitalise on your knowledge, with an important career move which offers challenge, opportunity and reward in equal measure; the management of high-value, high-profile, long-term IS projects for a variety of blue-chip clients both in the UK and throughout Europe.

You will be joining a leading firm of management consultants and accountants with an international reputation for providing effective business solutions. Ideally, you will have a good degree and eight years' financial sector background - specifically in insurance, retail banking or the capital markets - four of which should have been spent in a project management role. One or more European languages would be a distinct advantage.

In your current position, you're a team-builder, with excellent interpersonal skills; and your thorough, analytical approach complements your undoubted ambition and determination. You're pragmatic, with hands-on experience of all aspects of the development life cycle, sensitive to corporate culture, yet strong enough to command the respect of senior management. In short, you have the credibility, practicality and maturity the position demands.

When we add to our team, we choose people of the highest calibre and reward them accordingly. If you consider you have a contribution to make, please write, enclosing your CV, to Peter Robin, Partner, Deloitte & Coopers & Lybrand Deloitte, Fleet Street, London EC4A 4HT, quoting Ref ST012 on both envelope and letter.

Coopers & Lybrand
Deloitte

Solutions
for Business

STAND OUT FROM THE CROWD

Maximise your potential in tomorrow's employment market

Demand more than well meaning Career Counselling or Outplacement advice

Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge

Telephone Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation

Landseer House, 19 Charing Cross Road
London WC2H 0ES
Tel: 071-930 5041 Fax: 071-930 5048

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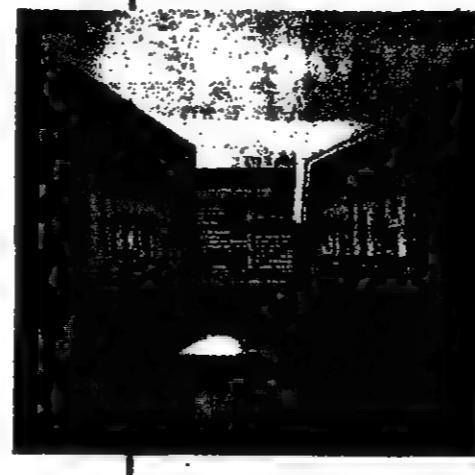
BROOK
STREET
COMPUTERS LTD

Sales Executives

High Achievers in Open Systems Solutions

Nationwide • Unlimited Earnings

Brook Street Computers is an international computer company whose software solutions are recognised by competitors as well as customers as being the best available in the Open Systems environment. Our team is highly motivated and is currently enjoying significant success. Our major product, "UNITY", is a total business systems product encompassing distribution, manufacturing accounting, sales and marketing, and pay roll, and is fully integrated with the Uniplex II+ Office Automation package.



As a wholly owned subsidiary of IMI plc, one of Britain's largest industrial concerns, we have financial strength and commitment to continued expansion. We are therefore growing our winning team with additional sales professionals who share our values and aspirations.

It would be advantageous if your experience had come through selling in the Open Systems environment where our products are held in the highest regard. However, of even greater importance is your drive and ambition to win, and your skill and capability to sell high-value total business solutions and deal at all levels in multi-national corporates.

In order to succeed you will need to be an ambitious self-starter with a high degree of personal pride who has the personality and communication skills to establish close contacts throughout the company and with business partners. For those who have proved themselves, opportunities in sales management will become available.

You are probably now earning well, but you know that your ability could earn you more if only you had the product and the company - that is what we offer.

Start talking to us soon. Begin by calling David Woodhead at our advising consultants, Cathy Tracey & Associates Limited, today between 10.00 am and 2.00 pm on 0252 82816. Alternatively fax your CV to David on 0734 771223 or post it to him at the address below, quoting reference DW791.

CATHY TRACEY & ASSOCIATES LTD
Staverton House, 3-5 Easthamstead Road, Wokingham, Berkshire, RG11 2EH. Tel: 0734 771223

PRODUCT DEVELOPMENT CHAMPION

A LEADER WITH VISION

Substantial package including stock options

IXI Limited is a fast expanding market driven international software company, with an exceptional range of products designed for high growth markets. From a Cambridge base we already have successful operations in the United States and Japan.

The company is searching for a "world class" Product Development Manager to lead and develop a young, brilliant team of engineers. In addition to providing technical focus and leadership, the role will have a high technical content to ensure that IXI develops and refines high quality, industry leading products - both OEM and Shrink Wrap. It is essential for the person appointed to have a strong vision and intimate knowledge of what the market wants, both now and in the future.

We would like to discuss this entrepreneurial role with highly motivated people who meet the following criteria: you will have at least four years' experience of C, UNIX, Graphical User environments, and leading software development projects for products (not bespoke software). You will have excellent communication skills, high intellectual abilities and experience with business relationships.

If you feel that you can contribute to the IXI success story, send your curriculum vitae as quickly as possible to our consultants. Please address your query, quoting reference PDM/IXI/GK, to Geoffrey King, Managing Director, Cambridge Recruitment Consultants, 11 King's Parade, Cambridge, CB2 1SJ, Tel 0223 311316; Fax 0223 316152.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

SENIOR MANAGER -
DIGITAL SWITCHING*A key man-management
and technical role**Excellent package
South East*

& PARTNERS

SALES AND SERVICE DIRECTOR
c £50,000+ Northern Based

Part of a major industrial services group, our client is a U.K. market leader within its sector, with a turnover of £48m. The Company has enjoyed remarkable success in terms of market penetration and profitability.

To build further on this success, the company now wish to appoint an experienced Sales & Service Director with the necessary drive, focus and direction to build a highly motivated and professional team of major account and field based sales/service staff operating throughout the U.K. in what is undoubtedly a highly competitive commercial environment.

As a service industry professional, you will be expected to impact significantly on the Company's business potential, not only through your hands on leadership of the sales function, but through the initiation and implementation of strategies designed to achieve first class levels of Customer Care and Service.

Aged 35 - 45, of graduate calibre, you should be able to demonstrate a solid record of achievement in a predominantly service based industry. You must be results orientated and possess the necessary interpersonal skills required to initiate change and establish your credibility within the industry.

The excellent package includes a high basic salary, bonus potential, share save scheme, prestige company car and a wide range of large company benefits.

Please write in confidence, enclosing a full résumé and explaining how you meet our requirements to:

STEPHENSON-HAYES

Search & Selection
Number Four, Talton Close, Solihull, West Midlands B90 4UX.

MBI, Inc.

MAJOR
CAREER OPPORTUNITIESProduct Management, Mail Order
Chessington, Surrey

MBI, Inc is a large and fast-growing mail order company specialising in collectors' editions of plates, figurines, model cars, etc.

We currently have two vacancies for ambitious and exceptionally able product managers. Each is an exciting opportunity to make a real contribution to our continuing growth.

ASSOCIATE PRODUCT MANAGER
(c. £30,000, plus car & excellent benefits)

Working as a senior member of a Product Group, you will be expected to be a leader. You will maximise the profitability of assigned products through excellent purchasing and disciplined and innovative marketing. You will also develop new products to build our business.

Do not apply unless you have a good degree and a record of outstanding achievement in your career to date.

ASSISTANT PRODUCT MANAGER
(c. £20,000, plus excellent benefits)

You are young, highly accomplished, energetic and career-minded achiever who wants to work in an entrepreneurial and disciplined company.

Purchasing will be your key task, but you will also gain valuable experience in product development and marketing. Career prospects for the right person are excellent.

You need to have a good degree, be a clear communicator, numerate and have a good head for business. You already have at least a year's successful business experience.

In both positions, success will fast bring extra responsibilities and generous rewards.

Linda Forsyth, MBI, Inc.,
Jubilee House, Davis Road, Chessington, Surrey, KT9 1TTWrong job
- Redundant
Neither means being
out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



Call Wilson McKenzie to arrange an initial meeting.
Sunday 0811 531721 - Office Hours 071 946 3428

McKenzie Waterman
McKenzie Waterman & Co.
St. Alpheus House, Finsbury Street, London EC2Y 5DA

Our Client, a highly successful and profitable division of an international telecommunications operator is now set to enhance and further develop its Network. Meeting such growth and maintaining the highest standards is achieved through a commitment to quality that permeates throughout the organisation.

To be able to meet its objective, our Client is looking for an experienced telecommunications industry professional with strong management and technical expertise, to ensure the provision of a leading edge switched network.

This senior role will include managing a staff of up to 100 as well as controlling substantial capital expenditure and operational budgets. Of chartered engineer status and preferably with a business qualification e.g. MBA, you should have a minimum of 15 years experience within the telecommunications industry with a thorough understanding of Digital Switching Technology & Planning.

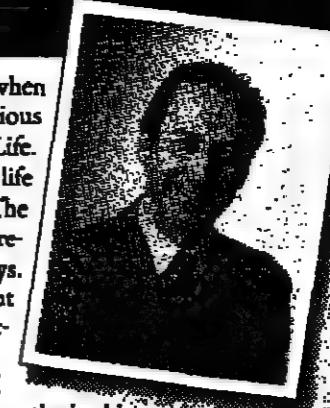
First class communication skills, the ability to excel within a pressurised environment and a strong customer oriented attitude are essential prerequisites for this high-profile position.

The salary will reflect the undoubted importance of this position. The package also includes a company car, private family health care, an excellent pension scheme, relocation where appropriate and other major company benefits.

Prospects for personal development and career progression are outstanding. For an initial confidential discussion, please call Kevin Warman today between 11am and 3pm on 0753-840279 or from tomorrow on 0753-252 3200. Alternatively, please forward your detailed cv to him at Stafford Long & Partners Recruitment Limited, 12-14 Wharfside Street, London W1P 5RD. Please quote reference 5469.

BARCLAYS LIFE

I USED TO BE A
LANDSCAPE GARDENER.
NOW MY CAREER IS
BLOOMING AT BARCLAYS LIFE.



My confidence really grew when I discovered I didn't need previous experience to work at Barclays Life.

All it takes is experience of life and the ability to communicate. The rest comes from the really comprehensive training provided by Barclays. And that includes learning all about pensions, life assurance and investment plans.

When I joined, I was attached to one of their branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too.

Compared with my last job everything's coming up roses. In fact, it's up to me what I earn. It's that kind of job.

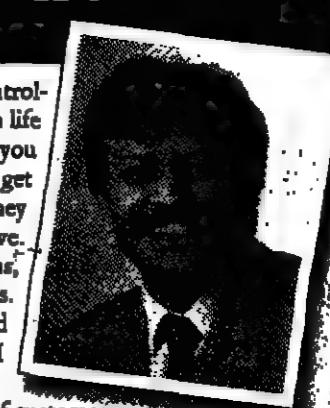
If you can drive, have the use of a car and want to break new ground, why not call Barclays Life yourself on 0800 585388 and quote reference number T14272. They'll then arrange for you to find out more at one of their seminars.

(Not taken from typical comments from Barclays Life employees.)
Barclays Life is an equal opportunities employer. All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

BARCLAYS
Search & Selection
Working for a better life

BARCLAYS LIFE

I USED TO WORK AT
THE AIRPORT.
NOW I'M A HIGH FLYER
AT BARCLAYS LIFE.



After years as an air traffic controller I never thought I'd land a job in life assurance. That's until I discovered you don't need previous experience to get a job at Barclays Life. The training they gave me was really comprehensive. They taught me all about pensions, life assurance and investment plans.

When I joined, I was attached to one of the branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too.

Compared with my last job, I'm a high flyer. In fact, it's up to me what I earn. It's that kind of job.

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BARCLAYS
Search & Selection
Working for a better life

BARCLAYS LIFE

I USED TO WORK
IN CONFECTIONERY.
NOW I MAKE A MINT
AT BARCLAYS LIFE.



I always fancied myself in a selling job, even though the only experience I had was with lollipops and lemon sherbets.

Barclays Life didn't mind. The training they gave me was really comprehensive. They taught me all about pensions, life assurance and investment plans.

When I joined, I was attached to one of their branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too. Compared with my last job, I'm a high flyer. In fact, it's up to me what I earn. It's that kind of job.

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BARCLAYS
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Working for a better life

BARCLAYS LIFE

DIRECTORS/MANAGERS
UNEMPLOYED: EX-PAT: CAREER RUT: RECESSION HIT

You need a new position. With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman on 071-436 8826.
London 071-436 8826 - Farnham 0786 544827 - Southampton 0703 787338
Nottingham 0602 223264 - Norwich 0603 224100 - Bristol 0808 441227
Birmingham 021 222 0224 - Belfast 01232 330224 - Hong Kong 00852 300224

CAREER CONSULTANTS

FUND RAISING DIRECTOR

National Charity up to £50k + Car

A NEW EUROLINK MARKETING INITIATIVE developed in association with the DTI has been successfully implemented and is now highly productive.

To further develop this new and highly successful initiative, The Eurolink Group plc. is expanding its existing team with the introduction of an autonomous and high profile sales force to exploit these newly identified opportunities

The successful candidates will already be prolific and enthusiastic sales people, operating at the highest levels in I.T. consultancy sales to related vendor or service sector industries.

In addition to the determination and ambition which has already made you a consistent top

EUROLINK
- GROUP PLC -

BRIGHTON HOUSE, 56 OLD STEINE, BRIGHTON, BN1 1NH. Tel: 0273 202016 Fax: 0273 722344

three performer in your company, you will be no stranger to opening doors and building relationships at both senior management and Director level.

The Eurolink Group plc has offices across the U.K. as well as in Europe, The U.S. and Australia, and the opportunities for you to forge the management team of the nineties, feeding from our Global Support Network, are as far reaching as the network itself.

Base salaries are £20 - 30K with current O.T.E. figures in the region of £50 - 60K.

Our elite team is currently earning in excess of £100K.

Be the driving force behind new centres of excellence, write, phone or fax your C.V. to Mrs. Cynthia Payne, at the address below.

I always fancied myself in a selling job, even though the only experience I had was with lollipops and lemon sherbets.

Barclays Life didn't mind. The training they gave me was really comprehensive. They taught me all about pensions, life assurance and investment plans.

When I joined, I was attached to one of their branches. Now I have the backing of the Barclays name and access to a broad base of customers. Of course I have to develop my own contacts, too. Compared with my last job, I'm a high flyer. In fact, it's up to me what I earn. It's that kind of job.

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BARCLAYS
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Wrong job
- Redundant

Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.

Call Wilson McKenzie to arrange an initial meeting.

Sunday 0811 531721 - Office Hours 071 946 3428

McKenzie Waterman
McKenzie Waterman & Co.
St. Alpheus House, Finsbury Street, London EC2Y 5DA

ST. JAMES'S MANAGEMENT RECRUITMENT
33 St. James's Street, London SW1A 1HU
(071-493 1788)
The Recruitment Division of John Lloyd & Partners Limited, Management Consultants

Job in life

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



“...TIME AND TIDE WAIT FOR NO-ONE...”

If you feel your potential is being submerged, now could be the right time to set course for new horizons with Transpac.

We are one of the fastest growing UK companies in the provision of X25 data networking, outsourcing, facilities management and value added network services. Backed by Groupe France Télécom, Transpac are operators of the world's largest X25 public data network. Our success is based on the high quality and range of services that we can provide. We are now looking to further our UK expansion by recruiting additional experienced executives. All appointments require either proven skills in the VAN service industry or success in working with blue chip customers in allied disciplines.

MARKETING MANAGER To £45000

Reporting to the Director of Sales and Marketing, you will be involved in formulating and implementing our corporate communications strategy, orchestrating internal and external marketing resources and managing the introduction and evolution of new products and services.

ACCOUNT MANAGERS To £43000

To take total responsibility for the growth of revenue from key accounts as well as targeting new business opportunities within those and other accounts in that business sector. You should have a proven history of success and an ability to deal at the highest levels within your customer base.

SALES EXECUTIVES To £35000

Already an over-achiever in your present company, you will be expected to develop new contracts within blue chip companies. Determination combined with technical expertise is essential, as well as the ability to work as part of a team.

PROJECT MANAGERS To £35000

Possessing significant experience in implementing projects for major accounts on time and within budget, you will work closely with the sales team to secure new accounts. You must show both extensive technical expertise, team leadership and customer relations skills.

SALES SUPPORT EXECUTIVES To £225000

Assisting the sales team, your contribution will be invaluable in presenting our solutions to prospects and customers and preparing technical proposals and tenders. You will work closely with our operations, research and development departments.

Transpac is committed to providing outstanding career opportunities with rewards reflecting the intellectually challenging nature of these positions.

Please send full personal and career details, including salary history and daytime telephone number in confidence to Manager, Human Resources.

TRANSPAC

Orion House,
5 Upper St. Martins Lane, London WC2H 9EA
Tel: 071-378 4747
Fax: 071-378 1404

OPTICAL DISK TECHNOLOGY

Director of Sales

SOUTHERN ENGLAND

It takes a special individual to achieve that fine balance between the demands of closing sales and providing real customer satisfaction. If you can also keep your team motivated and performing well, you deserve a company that appreciates your talents.

That's why you should consider joining our client, a major international player in the field of optical disk technology.

Here you will be identifying market opportunities as well as defining policy and strategy to achieve the optimum sales performance in the UK. You'll set the highest standards of personnel management and care, leading by example to continue the dramatic increase in revenue that they have experienced to date.

A minimum 10 years' successful management of direct and indirect sales operations is required, ideally with some start-up experience.

In addition, you should demonstrate an impressive track record of identifying opportunities and closing sales of major

c.£65K OTE + CAR + BENEFITS

document management or related industry systems. This will cover all sizes and types of companies, and should prove your ability to present and negotiate at the highest level.

This is definitely a "hands-on" position for someone who motivates and inspires others, so that all realize their full potential.

Sound technical knowledge is essential - which ideally means an engineering-based degree, but at least a working knowledge of Document Management, UNIX environment and associated technologies - backed with first-rate Sales and Marketing training.

The substantial rewards include an attractive base salary with excellent earnings potential, company car, private health care and life assurance.

Please contact Nick John or Pam Flora on 0344 860919. Or send your CV, quoting reference ST0454 and a daytime telephone number in the strictest confidence, to the TSI Group, Columbia Centre, Market Street, Bracknell, Berkshire RG12 1PA. Facsimile: 0344 860581.



TSI Group
CLOUDY SERVICE

Price Waterhouse

EXECUTIVE SELECTION

Director of IT Consulting

Price Waterhouse Meyernel - Johannesburg

Price Waterhouse Meyernel Management Consultants provide a full range of management and business consulting services nationally in South Africa through the firm's main offices in Johannesburg, Durban and Cape Town. They now wish to recruit a Director of Information Technology Consulting who will be responsible for continuing to grow the IT practice in line with a challenging overall business strategy.

The successful candidate, who will become a partner in the Southern Africa firm, will probably be aged about 40, with a

considerable proven track record in leading a team of professionals to deliver value for money client service principally in the areas of IT-related business advice and major software packages. All our territorial consulting practices adopt world-wide standards and methodologies for the delivery of IT consulting assignments and technical back-up is provided through our major practices in Europe and the US.

The appointment will undoubtedly represent a strong personal challenge to the individual and decisiveness, sound business judgement, technical



cognito

SALES PROFESSIONALS

A Dynamic New Market for Achievers

c.£30K OTE - LONDON / NORTHERN ENGLAND

Cognito operates a nationwide communications network providing a comprehensive range of mobile data communication services across the UK.

Our first product, Emissary, offers a revolutionary personal communications solution enabling fast and reliable two way messaging. Initial demand has necessitated the expansion of our sales force in the key regions of London and the North of England.

Your primary goal will be to establish and develop a business base utilising new and existing prospects generated by our internal sales team. You will promote market awareness through presentations, group seminars and evaluation programmes, using press releases support specialists where necessary.

To succeed, you will have at least two years' end-user IT sales experience, preferably gained in

mobile or data communications. Most importantly, you will need a combination of strong verbal, presentation and negotiating skills, together with commitment and a will to succeed.

Cognito is a fast growing company offering tremendous career opportunities in this exciting area of communications. The rewards are excellent, both in terms of overall package and the associated benefits. There are no restrictions on earnings and all sales personnel are encouraged to over perform, bringing into play highly motivating 'accelerators'.

For further information send or fax your CV to our advising consultants at Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR quoting reference number 2601. Telephone: 0923 855515. Fax: 0923 854791.



A Dowty Information Technology Division company

A Strategy For Growth

The phenomenal success of Dell Computer Corporation has seen us take the lion's share of the industry's awards for customer satisfaction, quality, reliability, and performance over the last 3 years.

This has been achieved by taking direct responsibility for every aspect of our business - from R&D and manufacture through to service and support. But what of the future - ours and yours? With your help, we will build on our success, with a strategy for growth that will establish Dell as the third major player in the UK PC marketplace by the end of this year.

SALES MANAGER - PUBLIC SECTOR

Our growth as a supplier to the Public Sector has been outstanding. Having won major contracts with Central Government, Local Authorities, Health Authorities and Educational Institutions, this sector now accounts for some 30% of our UK turnover.

The importance of your role as Manager of our large Public Sector Sales team cannot be overstated. You will be expected to develop and implement a strategic business plan, with full profit and loss responsibility, which maximizes both business opportunities and customer satisfaction.

Motivating and developing your line managers to achieve team targets and to provide a quality service of all

times, you will take ultimate responsibility for all aspects of Account Management. You will, of course, be well supported by our Marketing Programmes, Bids and Tenders, and Advanced Systems departments.

Make no mistake, we require a level of performance which will test all your sales, team building and business management ability. With a background in IT sales management - preferably with Public Sector involvement - these skills will already be highly developed.

Combine them with a creative, analytical and highly motivated approach and we will reward you with a substantial package and career opportunities without equal.

SALES MANAGER - MASS MERCHANDISING

As in the US, the mass merchandising of PCs through Superstores is developing at pace in the UK. In line with our business philosophy of complete customer satisfaction, we continue to respond to their needs and have already established fruitful relationships with mass merchandising retailers.

If your background in IT sales has been through traditional channels, then this role offers a unique challenge. You will have complete freedom to work alongside our retail partners to ensure our mutual success; creating and

implementing promotions, managing product sales throughout their lifecycle, and ensuring stock requirements operate smoothly. Together with our Business Development team, you will constantly be exploring opportunities for expansion.

A knowledge of promotions and merchandising will help you succeed in an area vitally important to our future growth. You will be rewarded accordingly with an attractive package and the opportunity to develop a unique breadth of experience.

Benefits for both positions include a quality car, pension scheme, free BUPA and a superb working environment with a fully equipped gym. So why hesitate? Call our Advising Consultant, Kevin McDonald, on (0344) 874444 today, Sunday, between 10.30am and 2.30pm or weekdays within office hours. Or write to him with your CV to PIMA Recruitment Consultants, Coworth Park House, Coworth Park, Ascot, Berkshire SL5 7SE. Fax: (0344) 872905.

DELL
COMPUTER
CORPORATION

Human Resources & Development Manager

A high profile challenge with a blue-chip multinational

c.£40k package + car.

Seagram Europe & Africa is an international marketer of world famous brands including Chivas Regal and The Glenlivet Scotch Whiskies, Mumm and Perrier-Jouët Champagnes, Martell Cognac, Janneau Armagnac and Sandeman Ports and Sherrries.

At our prestigious office in Central London, we seek a highly capable Human Resources generalist to provide support to senior executives within the UK and our overseas affiliates. You will also provide comprehensive Human Resources support to the Vice President-Human Resources in developing strategies for 3000 staff in 12 overseas affiliate companies.

The challenge embraces management development, recruitment, succession planning, compensation and benefits, expatriate policy, advising on the development of our Human Resources computer system and providing consultancy throughout Europe.

Our need is for a pro-active professional who is IPM qualified, has a degree and around 10 years' 'blue-chip' experience. A background in a marketing-led, multinational firm would be ideal. Most importantly, you must have experience of implementing best practice and innovative ideas in an international environment. The confidence and self-assurance to work productively with senior executives will be essential. A second European language would be an advantage.

This high-profile role, which involves European travel, commands a package around £40,000 including bonus. Comprehensive benefits will include an executive quality car.

In the first instance, please post or fax your CV, quoting reference 5472, to our consultant Kevin Warman at Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD. Tel: 071-255 3200. Fax: 071-436 9306.



SEAGRAM

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

CLYDE PETROLEUM plc
COMMERCIAL ADVISER

Clyde Petroleum plc is a leading British independent oil and gas exploration company. The company's diverse interests, including Clyde operated licences, extend from the UK and Europe to the Middle and Far East. Head Office is at Coddington in Herefordshire.

Continuing growth has required an internal reorganisation into regional business units which have across-the-board responsibility for their own activities. We now wish to appoint a Commercial Adviser for the UK Region.

The successful applicant, who will be based at Coddington and report to the Regional Managing Director, will be responsible for:

- Commercial evaluation for exploration, farm-in/farm-out and licensing activity, and the acquisition and disposal of assets.
- Commercial support for the management of Clyde's producing assets.
- Commercial evaluation of development options, transportation systems and incremental investment proposals.
- Regional reviews of competitors, business trends and industry activity.

The importance, diversity and scale of responsibilities require a highly motivated individual, with excellent presentation skills and the ability to work both in a team and independently to demanding deadlines. In addition to possessing appropriate professional qualifications, the ideal candidate will have worked for at least 7 years within the oil industry, including posts directly relevant to that now on offer.

Clyde offers an attractive remuneration package including a competitive salary, a fully-expensed company car, share option and pension schemes and medical benefits. Reasonable relocation expenses will be paid.

Please send a full CV to:

Lynne Wilson
Clyde Petroleum plc
Coddington Court, Coddington, Ledbury, Herefordshire HR8 1JL

Results oriented and ambitious No. 2 looking to advance
A 'hands-on' challenge in a fast changing environment

HUMAN RESOURCES EXECUTIVE

Salary £35,000 neg. plus car—London

A major international group is searching for an outstanding individual with the ability to bring proven broad-based professional skills to an already established HR function.

The successful applicant will be perceptive, analytical and able to produce action-oriented solutions. He or she will also possess significant inter-personal communications skills at all levels.

We are looking for a record of success where individual development and performance form the basis of the HR function and company philosophy.

This senior position is within an existing and expanding HR team. Ideally, the successful applicant will be in his or her mid to late 30's and will most likely be a graduate in the humanities with a formal IPM qualification.

The package includes family medical cover, generous pension scheme and other company-subsidised benefits.

Please write in the first instance to Anne Lee, Assignment Administrator at:



E.P.I. SELECT

163 Brompton Road, Knightsbridge, London SW3 1HW, Fax: 071-581 8933

Senior Transport Planning Executive

Commensurate salary and benefits

The overall transport programme for London Docklands is being formulated in the light of the area's emerging significance in the regional and national context taking in the East Thames Corridor and Channel Tunnel link planning issues.

The integrated current programme (over £3 billion) of major road and rail infrastructure projects includes A13 improvements, new river crossing, DLR East and South extensions and the Jubilee line extension via Canada Water and Canary Wharf.

The Corporation proposes a senior appointment to the Transport Planning team to take responsibility for LDDC multi-disciplinary input to the Jubilee Line project, to co-ordinate planning and engineering aspects of major development projects relating to new bus, rail and road infrastructure schemes and integrate further development of DLR with the LDDC's regeneration activities.

London Docklands

An Equal Opportunities Employer.

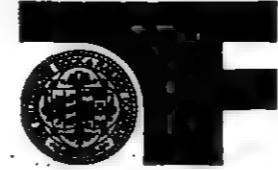
Candidates should offer 15/20 years background in transport planning or engineering with significant project management experience, and be able to demonstrate strong leadership qualities for a high profile position offering a unique opportunity to influence transport development of regional and national importance.

Terms of appointment and contractual arrangements will be flexible to match individual circumstances. Individual freelance applications considered. Please forward a full CV giving an indication of salary expectation quoting Ref: ST/026 to Gill Rodman, Personnel, London Docklands Development Corporation, Thames Quay, 191 Marsh Wall, London E14 9TJ.

We intend to review applications on Monday, 16th March 1992.

High Calibre Human Resources Professional

Port of Felixstowe



The Port of Felixstowe wishes to appoint a Head of Personnel, responsible for all aspects of the personnel and industrial relations management of a total employment force in excess of 1,800 people.

The successful candidate will be professionally qualified or have an appropriate academic education to degree level. A career background, not necessarily in the port industry, will have ideally included responsibility and accountability for the human resource management of hourly paid operatives, engineering tradesmen and staff and management grades.

He/She will be able to demonstrate a high standard of competence in all the essential professional disciplines reasonably expected of the position, including a sound knowledge of employment legislation and performance appraisal techniques, plus negotiating skills consistent with the demands of industrial collective bargaining. This is a senior management appointment, accountable to the executive directors, through the General Manager, and the successful candidate will be expected to bring to the position an appropriate business aptitude, consistent with the commercial objectives of the Port of Felixstowe.

Salary and benefits will be commensurate with the status and responsibilities of the position.

Applications in the first instance to:

Nicholas Finney, OBE, FCIT
Managing Director
The Waterfront Partnership
132 Buckingham Palace Road
LONDON SW1W 9SA

United Kingdom Port Operations Of
Hatchpax Whampoa Limited

North Sea Gas Sales and Transportation

As a part of the international Amoco Corporation, Amoco (UK) Exploration Company is one of the most active UK Continental Shelf explores and produces, with major gas holdings in the UKCS. Negotiations for the sale of gas produced by Amoco, together with the negotiations on transportation agreements, play a critical role in Amoco (UK) Exploration Company's overall success. Due to our expanding opportunities, we require a

Gas Sales Negotiator

To support our gas sales and transportation activity. The successful candidate for this position will:

- have a minimum of 3 years commercial experience, obtained ideally within the oil and gas industry
- be educated to degree level with a law, marketing, economics or engineering qualification

In addition, the ability to communicate at all levels within an organisation and the capability to assess and assimilate the contractual, legal, accounting and economic considerations associated with North Sea Gas contracts, are prerequisites for this position.

Salary and benefits will be commensurate with those of a major international oil company and will reflect the responsibility of the incumbent.

Please apply in writing enclosing a full curriculum vitae by 11 March 1992 to: The Human Resources Department, Amoco (UK) Exploration Company, MC605, Amoco House, West Gate, Ealing, London W5 1XL



a good place to work

Business Development

IT : ISDN Applications at the desk

c.£50K Package

Our client is a fast growing company, part of a global computer and communications group, and an industry leader in the development of ISDN applications.

The market for these applications is now taking off, with pilots established in key accounts and the ISDN service being introduced rapidly across Europe.

The opportunity is for a Regional Manager to join the small team and initially drive fast business growth through the principal UK distributor, a major European computer company.

We require proven team selling skills combined with a record of successful channel marketing of PC networking and applications products, to enable you to develop opinion leading accounts and obtain leverage from the motivation of a large sales force.

You will have at least 10 years' successful experience in the

Windsor Based

IT industry in these roles since graduating. You will have a wide business understanding, possibly supported by an MBA, to enable you to identify and promote high value areas of business benefit to end user management.

This is an outstanding opportunity for you to play a key role at the leading edge of this industry, as it exploits the new digital communication service for real business benefit delivered to the desk, and to grow your career with the company.

To apply, please telephone our Advising Consultant, Richard Newettson between 11am and 4pm on Sunday 23rd February, or weekdays during office hours, on 071-323 3575. Alternatively, please send your CV to him at Moxon Dolphin Kerby Limited, 178-202 Great Portland Street, London W1N 6JU quoting ref 6170.

MOXON-DOLPHIN-KERBY

EMPLOYMENT SELECTION

Managing Director (Designate)

Coffee Distribution

MIDLANDS

Our client, an international food group, seeks a Managing Director (Designate) to develop and expand its recently acquired coffee franchising operation, which extends throughout England, Scotland and Wales.

Ideally aged between 30 and 45, you will have a strong marketing/sales background, preferably acquired within the catering trade or the FMCG sector, together with a successful track record in general management. You will also require a high degree of commercial maturity, decision making and communication skills.

It is anticipated that the successful applicant will join the Board within a relatively short

period. Remuneration is likely to interest candidates currently earning in excess of £35,000, and the bonus/benefits package will be fully appropriate. The Company is currently based in Bournemouth, with plans to relocate to the Midlands in the near future.

If you believe you qualify for this exceptional opportunity, please write in confidence - with full CV and stating current salary to Ian White, quoting ref ST 100 at MSL Group Ltd., 32 Aylbrook Street, London W1M 3JL. These will be forwarded direct to our client. Please list separately any company to which your application should not be sent.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Exceptionally capable Sales Manager...

THAMES VALLEY
C.£60K package
Car & benefits

We are a broadly-based professional IT services organisation with major business activities in the areas of application systems development, project implementation, reverse engineering, technology migration, network design & integration and also consulting with customers at a strategic level on the full exploitation of IT.

... for a Forward Thinking IT Services group

Our business is generated both within the UK and internationally and we enjoy access to the technologies, resources, infrastructure and customer base of our parent company, itself a global IT supplier.

The task you will have is to build a quality sales organisation capable of penetrating our chosen markets and major accounts. By harnessing and focussing the existing sales resources and working with marketing and business development colleagues, you will be instrumental in taking the entire business forward to rapidly achieve ambitious plans.



Cathy Tracey & Associates Ltd.
Staverton House, 2-5 Easthamstead Road, Wokingham,
Berkshire, RG11 2SH. Tel: 0734 771100. Fax: 0734 771223

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FINANCIAL CONTROLLER
C: £35,000

A financial controller with experience in the design and implementation of computerised accounting, reporting and financial planning systems, is required by The Harbour Club, London's premier sports club, currently under construction near Chester Harbour.

The successful applicant will manage a small team and report directly to the chief executive. Proven ability in controlling a high cash flow business with a large payroll is essential. Please write with CV to: Mr A.J. Holmes, The Harbour Club, Blake Lodge, Bridge Lane, London, SW11 3AD

DYNAMIC, HIGH-PROFILE, COMMERCIAL
CHIEF EXECUTIVE &
MANAGING DIRECTORMid-Wales
to £40,000 + bonus
+ car + benefits

Innovation, creativity and real achievement - these are the hallmarks of the Powys Training and Enterprise Council Ltd. Established just two years ago and serving a widely dispersed population of 117,000, its principal objective is to enhance the County's economic prosperity by stimulating investment in enterprise, education and training.

Managing a young, energetic team of 18 dedicated professionals and working closely with the Chairman and Board of Directors, you will develop and implement the TEC's strategic objectives. Responsibilities will include identifying new

funding potential and overseeing the management of the £5m budget. Major emphasis will be placed on promoting the TEC's aims to a very wide audience in government and business, both within Powys and beyond.

A proven communicator with strong marketing and negotiating skills, you have a keen understanding of commercial disciplines and a demonstrable record of achievement in a senior management role. Your personable, adaptable and diplomatically assertive nature will be complemented by a degree-level intellect. Of prime importance will be your ability to work within a participative, dynamic and non-hierarchical culture.

To apply, please send a full cv, in strict confidence to Peter Bedford, Ref: 5634/PB/ST, PA Consulting Group, Park House, Greyfriars Road, Cardiff CF1 3AF.



PA Consulting
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Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

IT Development Director

"Major national networking and communications project"

UK/RUSSIA : c£60,000 and generous location allowance

Teknisis International Corporation, a major Anglo-Russian joint venture of financial, trading and industrial companies employs over 3000 people across some 40 subsidiaries in Russia, Ukraine, Poland, Germany, France, Switzerland, the UK etc. A major activity is importing communications and computing equipment to establish fully equipped business centres linked through both local and wide area networks to the head station in Ekaterinburg.

As IT Development Director you will work closely with Russian colleagues to commission, implement and develop what could potentially be the country's largest network. Based in the Group company's office in Park Lane, London you will oversee and coordinate the whole project and take personal responsibility for its delivery and subsequent development.

You will be a committed, energetic IT

professional with the ability to devise and implement a strategic plan. A 'hands-on' manager with a strong technical background in NOVELL/LAN/WAN/PC Hardware and Software, you will be credible at senior level and able to motivate diverse groups in a multi-site environment. You will also have proven ability to handle both the technological and personal challenge in this role. Linguistic skills in Russian, French or German would be an advantage.

The rewards for success are excellent and include a high basic salary, performance related bonus and generous location allowance as a large proportion of time will be spent in Russia.

Please write with full salary and career details, quoting reference 2218 to: Sean Redmond, IT Practice, MSL Group Limited, 32 Aylbrook Street, London W1M 3JL.

TEKNESIS®
International Corporation

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CONSULTANTS IN SEARCH AND SELECTION

HEAD OF MARKETING
A strategic role in the company of the nineties
Financial Services

Backed by one of the largest financial services organisations in Europe, this company is in a particularly strong position to develop the UK market for its own financial products.

Under the effective leadership of the Managing Director, the company has developed into a marketing-led organisation with a commitment to providing both cost-effective management and a total quality service to their clients. Significant inroads have already been made into achieving their goal of becoming the premier Financial Services organisation. Following a revision of the company's distribution outlets, new business increased by over 50% in 1991 and prospects for 1992 and beyond look to be equally exciting.

The company now wishes to appoint a Head of Marketing to join their highly talented management team. Specifically, the appointee will develop a strong brand identity and produce a clearly defined marketing strategy. Flexible in your approach, you must also have the ability to devise effective and creative marketing initiatives for short and long term requirements.

With responsibility for the marketing function, you will have a major influence on the growth and development of this highly progressive company. To meet this challenge, you will be a classically trained marketer of the highest order, with your experience having been gained in an *fmug* or *consumer-led* company. You must be able to demonstrate an outstanding record of achievements to date and a total commitment to succeeding in this role.

In addition to this being a major career opportunity, the work environment and location are particularly appealing, with the company having recently taken over modern offices in the heart of Edinburgh.

A comprehensive remuneration package is being offered, and the level of salary will not be a problem for securing the right individual. Applicants are invited to send in their curricula vitae, in the strictest confidence, to Ian Mukerjee at The Lloyd Group, indicating your current remuneration details. Please quote reference ST140. The closing date is Friday, 15th March 1992.

THE LLOYD GROUP

ALHAMBRA HOUSE, 27-31 CHARING CROSS ROAD, LONDON WC2H 0AU FACSIMILE 071-925 2220

Your finger on the pulse of efficiency in an Engineers World

TOYOTA MOTOR MANUFACTURING (UK) LTD

£25K - £30K + lease car & benefits
Burnaston, Derbyshire

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CREATING THE FUTURE TOGETHER

With a 580-acre car manufacturing plant at Burnaston in Derbyshire, and a 115 acre engine assembly plant at Desside in North Wales - both on target for planned completion this year - Toyota is gearing up for a new era of car production in Europe.

The environment will be different in many ways, not least the single status working structure. This is designed to promote genuine teamwork and a collective commitment to excellence.

This extraordinary venture will ultimately employ 3000 people and produce 200,000 cars a year.

This appointment offers a rare opportunity for an astute, lateral-thinking professional with a strong manufacturing background to play a central role in shaping the company's management systems.

The broad brief will ask you to analyse and recommend improvements in several core areas, including productivity and efficiency; budgetary planning; cost management and reduction; profit and cost planning.

So, to make the desired impact, you must be prepared to challenge the conventional wisdom of current management accounting methods and have the conviction to put theory into practice. A self-starter with initiative, courage and determination you will be amongst talented, adaptable colleagues all addressing the task of 'creating the future together'.

Besides the professional and intellectual stimulus, we can also offer excellent rewards, with a package including a generous pension scheme, private health care and lease car.

To apply, please send your cv to our advising consultant Stephen Hockey, at Michael Page Finance, Imperial Building, Victoria Street, Nottingham NG1 2EX.

Toyota Motor Manufacturing (UK) Ltd is an equal opportunities employer.

TOYOTA

Trading Director
— Food & Drink Retailing

Basic Salary c.£100,000 plus Directorial bonuses and fringe benefits

This new position as "Number 2" within one of the UK's major grocery organisations is in response to the changing market conditions and the desire to give greater direction and effectiveness to the Company's trading activities. Purchases of branded and own label products exceeds £2 billion per annum. Apart from specific responsibility for the day to day direction and control of the total buying function, the Trading Director will be a key member of the team who design and implement the Corporate strategy and the subsequent trading tactics.

The role demands considerable experience of operating at the highest level in a retail grocery organisation, with the ideal candidate having taken specific responsibility for structuring and organising a significant buying function. The corporate responsibilities require a high degree of strategic vision, financial literacy and commercial awareness. This is a high profile position where the divisionalised and diverse trading structure demands considerable energy and commitment, and a "hands on" management style. Age is however, less important than ability and experience, but the ideal candidate, because of their current status, must be immediately credible both internally and externally.

Please apply in strictest confidence to Cliff W Dealey, Managing Director, James Allen & Associates Limited, either by telephoning for a brief discussion 0530 273733 during office hours or 0530 411741 on an evening or weekend. Alternatively, send a detailed CV marked strictly private and confidential, for the personal attention of Cliff W Dealey, Managing Director, James Allen & Associates Limited, Stanleigh House, Donisthorpe, Swadlincote, Derbyshire DE12 7PS.

JAMES ALLEN
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EXECUTIVE SEARCH, SELECTION & DEVELOPMENT

EXECUTIVE CAREERS

CRISIS? NEW JOB?

For over 12 years, our experienced professionals have helped solve senior executive problems.

With the largest network of offices in the UK we have unrivalled knowledge of the unadvertised vacancy market.

Our top executive clients achieve success quickly and directly.

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REGIONAL SALES MANAGERS

NORTH WEST, MIDLANDS, CENTRAL LONDON & SOUTH WEST
HIGH BASIC (OTE £24K) + CAR + BENEFITS

Keeping us up where we belong

Here at Scorpion our success in the highly competitive field of vehicle security systems has been based on a sophisticated blend of operations and technical innovation, customer understanding, competitor knowledge and creative marketing.

Scorpion are presently the brand leaders in the vehicle security sector, supplying nine major motor manufacturers. The company was founded six years ago.

Continued expansion and promotion has led to the requirement for four additional Sales professionals.

THE ROLE

As you can imagine, such a successful track record calls for a very high standard of marketing and business development activity.

The Regional Sales Manager will primarily be responsible for the posture of the products manufactured by the company within the franchised dealer network of Scorpion's client base. This will encompass visiting motor dealer franchises in support of the vehicle manufacturer to promote increased penetration of the manufacturer's approved alarm systems and to raise standards of customer service.

You will be looking to take advantage of the opportunity of converting non-participating dealers into new accounts

for the motor manufacturer whilst protecting existing dealers from inroads by competitors.

In the present buoyant market, you will be looking to open as direct accounts motor dealerships where Scorpion is presently not supplying the motor distributor directly.

Reporting to the District Manager, the candidate will have the opportunity to see projects through to a successful completion and a high degree of autonomy would be provided.

THE CANDIDATE

A sales professional with a proven track record in developing a territory or consumer base, preferably with a strong background in motor related organisation. Business acumen, a flair for communication and well developed interpersonal skills will be essential with a creative and determined approach to account development and maintenance. It will be important to demonstrate the maturity and confidence necessary to deal with people at all levels and to represent the company effectively. Age 27 to 40 years; highly mobile.

Write in the first instance with C.V. to the Company Secretary, Scorpion Vehicle Security Systems Limited, Siemens Road, Northgate Industrial Estate, Macclesfield, Cheshire, M60 5BL.

BUSINESS DEVELOPMENT DIRECTOR

BRISTOL, C £35,000 P.A.

Based in Bristol, Building Management South & West is the largest maintenance, design and property management business in the UK. The services which we provide include the following:

- * PROPERTY AND GROUNDS MAINTENANCE - Consultancy and Management.
- * PLANNED MAINTENANCE AND OPERATION OF BUILDING SERVICES
- * DESIGN - Architecture, Civil, Structural and M & E Engineering.
- * PROJECT MANAGEMENT
- * ESTATES MANAGEMENT

To achieve our planned programme of growth, we wish to appoint a Business Development Director who will be responsible for extending our client base and maximising business opportunities with existing clients.

Building Management South & West is a division of PSA Services and is scheduled for privatisation in 1993.



Building Management South & West is an equal opportunities employer.

Plant Engineer

A Challenge to use your skills

We are an international market leader in the development and manufacture of speciality chemicals and our Absorbents Division produces a wide range of products: activated bleaching earth, synthetic clays, cat litter, aluminium sulphate being amongst them. We are looking for an experienced and skilled engineer to manage mechanical maintenance activities in one of our manufacturing plants.

You will work with a large degree of your own initiative and utilise the skills acquired over several years in similar activities or roles.

You will be a graduate, probably in mechanical engineering and will possibly have some experience in the chemical industry. More important will be your ability to organise, plan, control and complete to schedule vital maintenance work.

Salary will be negotiable on the basis of qualification and experience. Our need is to fill this vacancy quickly so you may be between jobs. A candidate based in the North West of England would be an advantage.

If you feel you could make a positive contribution to our success then please send a comprehensive CV to David Evans, Personnel Manager, Laporte Absorbents, P.O. Box 2, Moorfield Road, Widnes, Cheshire, WA8 0JU. Alternatively fax your details to us on 051 423 6176.



FORGET THE RECESSION 1992 COULD BE THE YEAR FOR YOU

Key individuals required to fill management vacancy in major group expanding in the U.K. and mainland Europe

New Year
New Era
New Challenge.

Call John Wyatt or Suzanne Delaney in confidence.
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A NEW CAREER?

Our client, a well established insurance company operating in the life, general and corporate markets in the U.K. and have immediate requirements for a number of positions in London, Surrey, Sussex, the South-West and North of England.

As a candidate you will be aged 25-35 with a high standard of education and a successful career to date. A high level of motivation and a desire to succeed, previous life experience of 5-10 years in full training will be provided.

The compensation offered includes a basic salary of £24,000 plus company car, pension, life assurance and a 25% bonus on the first £100,000 of premiums. For further details, please contact either Anthony Wadham or Pauline Leigh in the first instance on 081-770 1105.

Westmead House, 123 Westmead Road, Westmead, Surrey SM1 4JH

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GRADUATES A CAREER IN FASHION £10,750 plus perks

Leading Fashion Company seeks bright ambitious graduates with numerate degrees plus some retail experience to train in merchandising. Duties include allocating, increasing and analysing sales figures to predict future trends. Excellent prospects. Age 21-25.

Ms. Darr, 071-438 1168
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Finance & Administration Manager International Law Firm

£30,000 + Benefits

London

Pre-eminent law firm with worldwide offices and global client base needs professional administrator for London office.

THE COMPANY

- ◆ One of the world's largest law firms with offices in the US, Europe, Asia and the Middle East.
- ◆ Established London office with stable professional team providing tax and corporate transactional advice to major corporations.
- ◆ First class location with state of the art communication and information systems.

THE POSITION

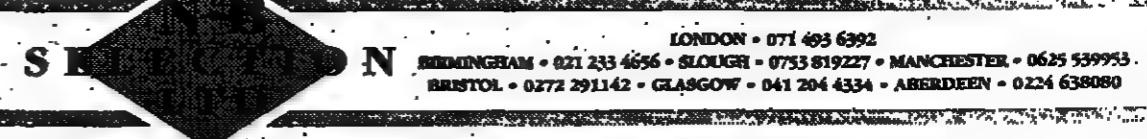
- ◆ Responsibility for London office financial management and planning personnel, facilities and IT management, US liaison.
- ◆ Reporting to London office Senior Partner and worldwide firm Director of Administration.

◆ Input to planning, implementation and assessment of firmwide activities and programme.

QUALIFICATIONS

- ◆ Graduate with proven administrative experience. Financial management and IT literacy are key.
- ◆ Experience of facilities management, personnel and office equipment required. Knowledge of partnerships helpful.
- ◆ Hard working, resourceful and able to operate in exacting environment. Diplomacy and flexibility essential.

Please write, enclosing full cv, Ref L0960
54 Jermyn Street, London, SW1Y 6LX



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P E R S O N N E L M A N A G E R

Baxter Healthcare Ltd. is the U.K. subsidiary of a U.S. multi-national with six decades of experience in providing quality products and services to hospitals and the medical profession.

Last year we dramatically re-organised the company to meet the new challenges presented by improved technologies, a world which increasingly acts and thinks globally, and the steady integration of the European community. We don't mind change, in fact we enjoy it; that's how we stay on the leading edge of developments.

This means that our people are very important; if you are on the leading edge you have to identify the best route across uncharted territory. We aim to recruit good people and develop them to the very top of their ability.

We want another Personnel Manager in the HR team to support our line managers, particularly in the sales and marketing businesses. In the successful management of their human resource.

The successful applicant will be graduate level, with good personnel experience and preferably experience in a non-personnel business activity. Past experience will be a springboard for creative and innovative approaches to new challenges; we don't want to re-invent the wheel but invent the next successful techniques. Mental age will be between 30 and 40; chronological age could be (almost) anything.

If you think this sounds like your next job please send your C.V. to
Mrs. June Dutton, Human Resource Director, Baxter Healthcare Ltd.,
Wallingford Road, Compton, Berkshire.
The compensation package will reflect your quality.

Baxter

Public and Industry Affairs Manager

A vital image in your hands

South East
c.£25,000+car

A highly respected multinational pharmaceutical company, our client has a valuable reputation to maintain. As Public and Industry Affairs Manager, you will make communications decisions that will have wide-ranging repercussions.

This newly created position will call on your expertise in developing and implementing internal and external communications strategies and systems, as well as test your ability to monitor successfully and co-ordinate appropriate responses. Issue management will be an important part of the role.

Establishing contacts with the media, government, and medical, business and local communities, you will need the personal and professional credibility to foster effective working relationships and ensure company products and activities enjoy favourable acceptance. An accomplished public affairs/relations practitioner, you must have substantial experience preferably in a pharmaceutical, scientific or technical environment. Alternatively, pharmaceutical public affairs may be part of your wider role in which you now wish to specialise. Exceptional written and verbal communication skills must be backed by sound judgement, a confident personality and a creative approach.

Seize this opportunity to assume an influential role and send your cv to John Hawkins, Eames, Jones, Judge, Hawkins, 29 High Street, Welwyn, Herts AL6 9EE. Telephone: 0438 840984.

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L A N C I N G LEADERSHIP

of Lancing College becomes vacant in September 1993
on the retirement of Mr Jim Woodhouse.

Lancing, the senior school of the Woodard Corporation, is an independent boarding school for boys aged 13-18 and Sixth Form girls in West Sussex.

In addition to educational responsibilities, the post requires excellent leadership and administrative skills. Applicants must be graduates and communicative members of the Church of England.

Further details from: Mr A. B. Holmes,
Moore Rowland, PO Box 1034, Nile Street, Brighton BN1 1JB

Applications with cv and names of three referees by Monday, 23 March, please.



SALES OPERATIONS MANAGER

C.£30K + CAR + BENEFITS

As part of PepsiCo Foods International, the world's largest snack foods company, our Division believes that a successful business future will be realised by only the most progressive and forward-thinking organisations. Hardly surprising, therefore, that we insist all key roles are filled by professionals who can not only bring with them experience and aptitude but also vision. As Sales Operations Manager you will report directly to the Company Managing Director and will have responsibility for supporting this sales organisation in its drive to efficiently and effectively utilise its resources.

This will involve you in a wide range of activities within our Division and within PFI as a whole; including the computerised tracking of sales performance, improving sales productivity and planning and controlling both function budgets and statutory accounts.

Essentially you must already have considerable commercial knowledge and accounting expertise combined with an understanding of what makes up a successful sales operation. More than this, however, you simply must be someone who can combine detail with the ability to drive through initiatives and goals to their successful conclusion.

If you have the depth of experience and talent necessary to succeed we will provide an excellent package that includes a competitive salary, company car and a wide range of benefits. Relocation assistance, where appropriate, is also available.

Please write with full CV to: Lynda Greenshields, PepsiCo Foods International, 1600 Arlington Business Park, Theale, Reading, Berks RG7 4SA.



General Secretary

The Society for Promoting Christian Knowledge invites applications for the post of General Secretary. The Society is active in funding literature and communications programmes world-wide, also in publishing and in bookselling. It has a staff of 300 and a turnover in excess of £8 million.

The successful applicant will be a committed Christian, and an active and ecumenically minded member of a Church within the Anglican Communion. He or she will preferably have experience in one of the Society's areas of operation with a proven track record in the management of staff and resources.

The General Secretary will be able to look forward, and think creatively about the distinctive contribution of the Society at home and overseas, and as an effective communicator will welcome the opportunity to speak and write about its work and role.

As the chief executive, responsible with a team of colleagues for the full range of the Society's activities, the General Secretary's salary and conditions of service will be commensurate with the size of the task.

For full job description and application form, please write to: The Chairman of the Governing Body, SPCK, Holy Trinity Church, Marylebone Road, London NW1 4DU.

The Society is an equal opportunities employer

SPCK



ADMINISTRATIVE OFFICER

The Chamber of Shipping is the trade association for the UK shipping industry. It represents shipping company interests to Government, Parliament, international organisations and many others. We seek a graduate to work in the Membership Services side of our Membership & Employment Services Division. The post provides a challenging opportunity for someone with a flair for analysing a variety of subjects and developing policy on issues affecting our members.

Principal responsibilities will initially involve liaison with government departments, including HM Customs & Excise, Ministry of Defence and Department of Transport; and acting as Secretary to our Liner and Ferry operator committees.

Applicants should have a good degree, possibly in law or economics, be self-motivated and possess good communication and presentation skills. An aptitude for examining issues and establishing priorities is essential, and some knowledge of computing would be an advantage. The post is likely to suit someone with one or two years previous experience in a trade association or commercial environment.

Salary from £14,000 according to age, experience and qualifications. Benefits include LVS, annual season ticket loan, private health insurance and a contributory pension scheme. Further details and an application form, to be returned by 12 March 1992, can be obtained from:

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Ideally you will have a science or engineering degree and three to five years experience in the production or petroleum engineering department of a company active in the North Sea. Experience of working with Lotus 123 or a similar spreadsheet is essential and familiarity with economic modelling is highly desirable.

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Applicants should also possess a current driving licence and the use of a private car for official purposes.

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Further details and an application form are available from:

Personnel Branch (Recruitment Section),
5th Floor, River House,
48 High Street, Belfast, BT1 2DR.
Telephone 0232 230111 extensions 2038 and 2022.

The application form, together with curriculum vitae giving details of relevant experience should be returned to the address shown by 5.00pm on Thursday 12th March, 1992.

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Court of Appeal

Law Report February 27 1992

Court of Appeal

Valid assignment of contract

Linden Gardens Trust Ltd v Leesta Sludge Disposals Ltd and Others

St Martins Corporation Ltd and Another v Sir Robert McAlpine & Sons Ltd

Before Lord Justice Nourse, Lord Staughton and Sir Michael Kerr

Judgment February 13

A term of a JCT contract that an employer would not without the contractor's consent assign the contract did not prohibit the employer from assigning the benefit of the contract to another party.

A clause of contract for substantial damages for breach of building contract that had vested in the employer and which the employer had assigned by deed, entitled the assignee to recover damages from the contractors for the losses incurred by the employer up to the date of the assignment.

However, an assignee of the benefit of such a contract could not recover against the contractors damages for loss as a result of a breach occurring after the date of the assignment. The original employer could in such circumstances himself recover substantial damages against the contractors.

The Court of Appeal so held in reserved judgments. Lord Justice Staughton dissenting in part, in allowing an appeal in the first case, by the plaintiffs, Linden Gardens Trust Ltd, from a decision on preliminary issues by Judge John Loyd, QC, sitting as an official referee, in October 1990, that resulted in the dismissal of their claims against the second defendants, McLaughlin & Harvey plc, and the third defendants, Ashwell Construction Co Ltd.

In the second case, appeals by St Martins Corporation Ltd and St Martins Property Investments Ltd from a decision by Judge Bowsher, QC, sitting as an official referee, in January 1991 in favour of the defendants, Sir Robert McAlpine & Sons Ltd, that raised broadly similar issues were heard consecutively by the court, the appeal by St Martins Corporation was allowed and that by St Martins Property Investments Ltd dismissed.

St Martins Property Investments Ltd and the defendants in both cases were granted leave to appeal to the House of Lords.

In the first case, Mr Anthony Speight, QC, for the plaintiffs, the first defendants did not appear and were not represented; Mr Justin Fenwick for the second defendants, Mr Ellis Meyer for the third defendants.

In the second case, Mr Humphrey Lloyd, QC, and Mr David Weston for both plaintiffs Mr Richard Fennibrough, QC and Mr Marcus Taverner for the defendants.

LORD JUSTICE STAUGHTON said that the ap-

peals, heard consecutively, raised two important questions of law on broadly similar facts.

The issues were (i) whether a term in a contract that it could not be assigned without consent had the result that a purported assignee might not sue on the contract, if he had not obtained consent; (ii) whether the contract had that result; (iii) whether an original contracting party, or his assignee, could recover substantial damages for breach of contract, when the original party's terms had subsequently been made good to him by somebody else, and (iv) whether an assignee of the benefit of a contract could recover damages for loss, which had suffered as a result of a breach occurring after the assignment.

In both cases building works were carried out under a contract with somebody who had no proprietary interest in the building when the work was made. The contractors were said to have failed to achieve proper performance.

The original employers transferred their interest in the building to others and also purported to assign the building contract. But it was said to have contained a term that the employers would not assign the contract without the consent of the contractors. Consent was never obtained.

An important difference between the two cases lay in who were the plaintiffs. In the first appeal only Linden Gardens, the assignee, sued. In the second case both Corporation, the assignee, and Investors, the original assignee, were parties as plaintiffs. They were associated companies.

Assignment of contractual rights

Assignment was considered by the trial judge from B to C of the benefit of one or more obligations that A owed to B. Decided cases bound the court to hold that a prohibition in a contract on assignment of a chose in action arising under it was effective to prevent an assignee claiming either a debt due under the contract or damages for breach from the other party to the contract.

However in many types of contract it was immaterial whether a party performed his obligation personally or by some body else. The obligations under such contracts might or might not be sub-contracted, otherwise known as vicarious performance. Large building contracts commonly involved specialist subcontractors. Problems in such cases were, as in the instant case, usually addressed by the contract itself.

Interpretation of the contracts

The relevant clause in the contracts provided that "the employer shall not without the written consent of the contractor assign this contract". At once a doubt arose as to what was meant. Lawyers knew that one could not assign a contract as a whole, if

The Court of Appeal (Lord

Justice Nourse) held that the

benefit of the contract had been

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had not consented to the assignee

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